### Formative Assessment 3: SO3, AC 1-12

#### Group activity

Divide into groups of three or four people. There should be an equal number of groups, since the groups will take opposing points of view. The subject will be HIV/AIDS and the supplying of antiretroviral drugs. Half the groups will be activists and the other half will be the government.

In your groups, do the following:

* Select a chairman and a secretary for each group
* Prepare for the negotiations by: gathering information so that you can anticipate points that the other party can raise. Once you have identified these points, consider a possible response to each point.
* Set your goals and objectives and draw up your proposal. Take into consideration favoured outcome, settlement point and the point beyond which you cannot go. Make sure that your proposal states what is negotiable and what is not.
* Draw up a point by point summary of the proposal so that both parties are clear about the nature and extent of the proposal.
* Consider the disadvantages to each party if an agreement is not reached. List these disadvantages.
* Conduct the negotiations, following the steps and guidelines given in the learner guide. Ensure that questions are asked to build common ground. All the group members must make notes of the questions and the responses of the other party.
* Identify shared interests and opportunities for cooperation to facilitate negotiation.
* During the bargaining process, make sure that your group also gives by amending a position without sacrificing the fundamental interests of your group
* Use questions to test understanding and also to summarise understanding of a position.
* Analyse the demands of the other party and propose a concession
* Once all the points have been discussed, close the negotiation by summarising the points on which agreement has been reached, as well the points on which agreement has not been reached.
* Decide on future steps.

#### Individual activity

* Write a report about the negotiation proceedings. Attach the proposal and the summary to the report.