## Workplace Assignments

### Reflexive questions

You are and HIV/AIDS activist and you have to prepare for negotiations with the government regarding the distribution of antiretroviral drugs. You may also select any negotiations taking place in the work place.

1. Prepare your proposal. List the following in your proposal: what would be a favourable outcome for you, what would be a settlement point and what would be the point beyond which you cannot go. Refer to the example in your learner guide for assistance.
2. Identify at least two points that the opposition could raise and state your responses to those points.

### Work sample

1. Do a point by point summary of your proposal.
2. List three questions you could ask to build common ground.
3. Identify at least three opportunities for cooperation.
4. Which position would you be prepared to amend without sacrificing fundamental interests?
5. What questions would you ask the government representative in order to clarify the government’s position on HIV/AIDS (or the opposition in your work negotiations). List two.
6. The government is firm on healthy eating habits. How would you concede to their demands? (Or the firm demands of the opposition)
7. You and the opposing party have reached an agreement. Describe the closing of the negotiations.

### Project

1. Enter into negotiations at work and follow all the steps above. Attach minutes of meetings to prove your activities. Also attach all other documents needed, such as the proposal and the summary of your proposal