Read:

*Bargaining for Advantage,* pp. 3-39; *Getting to Yes,* Introduction and pp. 3-15 (Don't Bargain Over Positions);

Do *Haggle Exercise*:

Conduct a real-life price negotiation involving the sale or purchase of goods or services (e.g., at a garage sale, a farmer’s market, hiring someone on Craigslist, etc.). As in any real-life negotiation, no purchase or sale is required. Be prepared to discuss during the first class what happened in your negotiation and your thoughts about why it unfolded as it did.

(A “haggle” is a type of negotiation in which the buyer and seller of a good or service dispute the price to be paid and sometimes the terms of the transaction.)