

NAME: _____

DATE: _____

REFLECTION

Negotiations

What + Why: You already negotiate more than you think—this activity helps you use that skill when money is on the line.

Negotiation isn't limited to big purchases or formal situations. It often shows up in everyday moments when people ask questions, explain constraints, or look for better options.

- Asking a landlord if the first month's rent can be reduced.
- Requesting a lower interest rate on a credit card.
- Convincing your parents to extend your curfew for homecoming.

These same approaches can apply when making purchases, sometimes without realizing negotiation is even happening. This reflection helps you recognize those connections and think about how negotiation fits into your own spending decisions.

Reflect

Think about a time you negotiated successfully in everyday life.

- What strategies did you use?
- How could those same strategies work when making a purchase?

Key Terms

- **negotiation:** a discussion between two sides to reach an agreement on the terms of a deal