



“Coach Jackie”  
Leavenworth  
CRS, GRI, SFR

# Negotiations: The Games People Play

## Human Behavior Games

- Tic Tac Toe : 3 Possible Outcomes

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1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

- Role of “Fairness”

## Human Behavior Games

### PAC Man

P	P
A	A
C	C

### 2 Important questions to ask yourself:

1. What would \_\_\_\_\_ ?
2. Is this an \_\_\_\_\_ or a \_\_\_\_\_ ?

### SeeSaw / Teeter Totter Games

Balance emotions & logic

## Communication & Connection Games

### Hide 'N Seek: 3 Questions to measure motivation

1. Why are you choosing ...
2. What does this...
3. How will it impact...