

**Scene of Negotiation-** both characters want something from each other. Both get what they want by giving something in return

***Example answers in italics***

Character A wants: *Character B to pay for new dress*

Character B wants: *sex from Character A*

Object or action at center of scene (often related to theme or subject of scene): *the bed*

Image related to object or action to open scene (to be book-ended with last image of scene):  
*pulling back the sheets*

Tactics tried by character A: 1. *tells how beautiful dress is*  
2. *all other wives have nice dresses*  
3. *say wants to look good for him*

Tactics tried by character B: 1. *ask her to put on lingerie*  
2. *kiss*  
3. *put wallet in bed*

Obstacles to character A's wants: 1. *character B still paying off spa weekend*  
2. *saving up for new golf clubs*  
3. *no more room in closet*

Obstacles to character B's wants: 1. *tired*  
2. *has modeling photo shoot in morning*  
3. *has a head-ache*

What character A gives up to get what they want: *a good night's sleep*

What character B gives up to get what they want: *money*

Image related to object or action to end scene (often something character A and B happily do together): *covering the sheets over them*