NEGOTIATION SCRIPT (15 minutes)

Characters

- **Rina** — Narrator (voice-over, strategic)
- **Axel** — Nordic culture: direct, rational, equity-driven
- **Olivier** — Latin culture: emotional, prize-sensitive, deviates often
- **Léo-Paul** — Nerd culture: highly technical, complexity-driven

🎬 Scene 1 — Relationship Building

Rina (voice-over)
"It is 7 PM on the Lyon 2 Bron campus. The trio must negotiate a project for a company competition.
Four variables: **time**, **complexity**, **technology**, **prize**.
They begin with relationship-building techniques."

Axel
"So LP, how was your week? Still working on that compiler?"
→ Showing interest

Léo-Paul
"Yeah… still obsessed."

Axel
"Your skills are insane. I admire that."
→ Flattery

Olivier (arriving with coffees)
"Sorry I'm late — work was hell. Coffee for everyone!"
→ Generosity

Axel
"Thanks, really needed it."
→ Gratitude

Olivier
"My cat shredded all my notes this morning, but hey… he's cute."
→ Personal touch

Léo-Paul
"Alright, we should get started."
→ Setting the agenda

🎬 Scene 2 — Establishing Procedure & Opening Points

Rina (voice-over)

"They enter Phase 2: establishing procedure and giving opening points."

Axel

"Just thinking aloud… I can invest **35% time**, want **standard-plus complexity**, and for prize, effort matters. If I give 35%, I want **40%**."

→ Hedging

→ Opening point

Olivier

"I work 25h/week. Max I can give is **20%**.

But I refuse to earn less than the others.

From my perspective... equal partners deserve equal shares."

→ Reservation point

Léo-Paul

"So equal pay for fewer hours?

Do you mean that?"

→ Checking question

Axel

"Can you expand on that?

What exactly do you mean by 'quality contribution'?"

→ Probing question

Léo-Paul

"My opening: **expert-level complexity**, **React**, **40% time**.

Prize is flexible."

→ Opening point

🎬 Scene 3 — Clarifying

Axel

"Expert-level?

Expert-level?"

→ Echo question

Olivier

I'm afraid that doesn't work for me.

"That sounds like more than 20% work…"

🎬 Scene 4 — Early Bargaining

Rina (voice-over)

"Now bargaining begins."

Léo-Paul

"I can lower to standard-plus **if** we use web technologies."

→ Conditional concession

Axel

"That's tough for me…"

Léo-Paul

"I'll take full frontend. You do backend only."

→ Trade concession

Olivier

"I still want equal prize.

I'm afraid I had something different in mind."

→ Reservation point

🎬 Scene 5 — Deadlock & Drama

Rina (voice-over)

"They hit a sticking point: the prize."

Axel

"If LP does 40%, I do 35%, you do 20%, equal prize is unfair."

Olivier

"So my work is worth less because I have a job?"

Axel

"No — but time matters."

Olivier (angry)

"You're backing me into a corner!"

Olivier

"That's it — I need a break.

If this continues, I might walk away."

→ Time-out

→ BATNA threat

He leaves.

🎬 Scene 6 — BATNA Revelation

Rina (voice-over)

"They now consider their BATNA."

Axel

"Our BATNA: minimal Python app, equal prize, zero chance of winning."

Léo-Paul

"That would be awful.

It is crucial that we keep ambition."

→ Giving a hint

Olivier (returning)

"…Okay. What's the BATNA?"

Axel

"Equal share… of a losing project."

Olivier

"Oh."

🎬 Scene 7 — Strategic Logrolling

Rina (voice-over)

"Now they enter real logrolling."

Léo-Paul

"Hypothetically…

What if I accept **32%** prize in exchange for React?"

→ Hypothetical question

→ Trade concession

Axel

"You'd give some ground on prize to keep React?"

→ Giving some ground

Olivier

"Do I get 33%?"

→ Checking question

Axel

"Yes — **if** you take testing, doc, QA."

→ If-sentence

Olivier

"I accept…

I am willing to accept ... if ... my 20% limit is protected."

→ Conditional concession

Axel

"If LP invests 40%, I'll invest 40% too — **if** I get 35%."

→ If-sentence

Léo-Paul

"I can live with that."

→ Giving some ground

🎬 Scene 8 — Clinching the Deal

Rina (voice-over)

"They now clinch the deal."

Axel (summary)

"Summary:

- Time: LP 40%, Axel 40%, Olivier 20%
- Prize: Olivier 33%, Axel 35%, LP 32%
- Complexity: standard-plus
- Tech: React stack
- Roles:
    - LP → frontend
    - Axel → backend
    - Olivier → testing/doc/QA

Is it alright with you?

→ Checking understanding"

All

"Deal."

🎬 Scene 9 — Tying Up Loose Ends

Rina (voice-over)

"And they tie up loose ends."

LP

"So relieved it's not basic Python."

Olivier

"And I get my share without burnout."

Axel

"And fairness is respected."

🎬 Epilogue

Rina

And with that, the three students successfully negotiated a mutually-acceptable decision. After reaching a deadlock, they discussed their BATNA and each strategically traded variables. Léo traded prize money for his preferred technology and invested more time because he was passionate about web development. Oliver maintained his prize share by taking on all testing and documentation tasks. Axel invested more time than planned to help Léo, and took a portion of Léo's prize share in return. Their negotiation was complete.

"This negotiation used:
relationship-building,
positions,
probing,
echo questions,
sticking points,
BATNA,
conditional concessions,
logrolling,
and clinching the deal."