



Conflict of interests or agreement above divisions?

Does the legendary Lapis, the Philosophers' Stone exist? It's not time to doubt it when inventing it is the last resort for the falling village of alchemists. Its four alchemic plants are just one step away from unlocking the mystery. At the same time, they face a very difficult task consisting in negotiating optimal cooperation conditions. The conflict is in the air...

The game for:

- sales departments
- negotiators
- managers
- all those who want to practise their negotiation skills

Challenge:

Negotiate with the alchemic plants the best possible conditions of lending the equipment necessary to produce the philosophers' stone on time and save your lives. Offer your devices in return in such a way that your offer is profitable for you. Stand your ground – other teams may try to pin you down and they will certainly try to impose their conditions on you.

Foundation:

- the assumptions of the Harvard Negotiation Project
- Win-Win negotiations (an element emphasised in the last round of the game – by giving negotiation tips)
- research negotiations
- border points, the minimum and maximum plan
- negotiation styles (tested by the participants throughout the game)
- negotiation tactics and techniques (in the form of the cards drawn by the participants)

Logistics:

The game takes place in a training room. We use a projector, a screen, tables and chairs.

Advantages:

- the opportunity to experience basic rules for conducting negotiations
- the chance to develop one's own, most effective negotiation style
- learning about the art of negotiation, looking for its immediate applications

Extensions / Variants:

- a training part to present the techniques used in the game and the rules for using them effectively
- a feedback session during which particular participants will get the tips on how to improve their individual negotiation styles

The game through the eyes of the participants

"I didn't think negotiating can be so exciting. I didn't expect the fun from reaching an agreement can be so inspiring."

"You can get to know yourself better."
"I'm not bored anymore."

A compromise is the art of dividing a cake in such a way that everyone believes that he has got the biggest piece.

English proverb

