



Negotiation In Relationships

~ A Settlement for a happy and healthy bond between a Parent and a Child

- What does Negotiation mean?

Negotiating with someone means to discuss and resolve an issue in a manner that parties of both sides find acceptable. When people negotiate with someone, they try to avoid arguments and agree to reach a compromise. Both the parties involved need to make certain adjustments.

Negotiations can take place between two friends or a group of friends, family members, governments, countries, sellers and buyers, employer and employee, members of a sports team, business parties, relatives, neighbors, and colleagues etc.

- How Negotiation Can Help in a Parent Child Relationship?

No matter what the age of the child is, every child feels the need to be heard. There are times when parents and their children have different wishes and requirements and so it becomes very important to make sure that both their wishes are addressed and they are able to reach a compromise.

When a parent practices negotiation with his/her child, it helps the child in learning many valuable skills like self awareness, ability to understand another person's point of view, cooperation and communication, problem solving, ability to think creatively and objectively, and the ability to express themselves by verbalizing their feelings and thoughts.

- How can Parents Negotiate with their Child?

Mainly Parents need to take care of two things:

Empathizing with their child- They should keep themselves in their child's place and try to understand their point of view.

Providing their child with realistic and possible alternatives - They can let their child know what are the other available options that can be taken into consideration.

In a Parent - Child relationship the best type of negotiation is a Win - Win Negotiation. This type of negotiation requires both the individuals involved to talk together and reach a conclusion with which both are satisfied. This type of negotiation won't be possible if one of them is extremely authoritative. In the case of a Parent, willingness to listen to the child and provide them with other alternatives plays a vital role.

Example: Sunny wants to call his friends home to play with him on the coming Friday evening. His parents have already given commitment to a family friend of theirs, that their entire family will be attending the get together which the family

friend has planned. In this situation both Sunny and his parents have different wishes for the same evening. First of all Sunny's parents need to understand that although they have given commitment to their family friend, Sunny has also had a long and busy week at school after which he deserves a little enjoyment. Parents can explain about the entire situation to Sunny by letting him know how important it is to attend that get together, but they can provide him with some other alternative. Let's say they can ask him to call his friends over on Saturday morning or evening. This way they can put forward what they want but they are also considering what Sunny wants.

Here, the parents do not wish that Sunny calls his friends on Friday evening, but they are giving him more alternatives which are Saturday morning or evening. Sunny can later ask his friends if they are comfortable to come over on Saturday morning or evening instead of Friday evening.

Let us say one of Sunny's friends is unavailable on Saturday and so Sunny further asks his parents if he can call his friends on Sunday morning, to which his parents agree.

This way both Sunny and his parents are able to negotiate and get what they want resulting in a Win - Win situation.

Also, by this it does not mean that every uncalled wish of the child needs to be fulfilled (for eg: having fast food regularly), but definitely the ones which are actually important and healthy for the child.

All in all, no matter whom one is negotiating with, effective listening, understanding the other person's situation and clearly communicating while negotiating can be really helpful.

With best wishes,
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