Negotiation is a highly important personal and professional skill which presents itself with numerous challenges. Understanding how to successfully negotiate with a variety of persons is important for effective communication across a variety of contexts. Complete both part one and part two of this assignment. Part One: Role Play Directions: choose ONE of the scenarios from the attached "Negotiation Scenarios" document, or an alternative scenario approved by your instructor. To successfully do your negotiation, follow the Seven Elements of Principled Negotiation found in the textbook and use those during your selected "Negotiation Scenario." For this assignment, you will serve as the initiating party of the negotiation. The objective is to gain a better understanding of the negotiation process and how each step functions. You will need to solicit the help of one person. This person will take on the role of the adversarial party in your selected scenario. One Volunteer Please solicit the help of one volunteer, this can be a friend, family member, or classmate. This volunteer will help you role play the negotiation scenario. Share your selected scenario with the volunteer and inform them that there is no verbatim script, so they are encouraged to behave the way they feel the participant would in a real negotiation. Encourage your volunteer to approach this in a serious and realistic fashion when advocating for their assigned position. The provided scenarios should require about 20 minutes of your volunteers time in order to properly address the negotiation. \*To help orient your instructor, state the role you took and the goals you set out with in your essay. Additionally, include the name of your volunteer in your essay. Part Two: Essay After conducting the negotiation, write a 1,250-1,750-word paper that discusses your experience and cites at least four credible and authoritative references. In your paper, analyze and reflect on your experience negotiating using the Seven Principles of Negotiation. Consider the following prompts: Were you able to focus on the relationship or did it become competitive? What elements of communication were you able to attend to and which did you struggle the most with? Did you remain on the interest or did it get personal? What options did you generate for the outcome? What were your solution criteria? Did you achieve your desired outcome or use the BATNA? Was the commitment fair and realistic? How so? How might this negotiation have been different if it were real and not a role play? This assignment uses a rubric. Please review the rubric prior to beginning the assignment to become familiar with the expectations for successful completion. Prepare this assignment according to the guidelines found in the APA Style Guide, located in the Student Success Center. You are required to submit this assignment to LopesWrite. A link to the LopesWrite technical support articles is located in Class Resources if you need assistance. All B.A. in Communication majors should save the final version of this assignment with edits that incorporate faculty feedback after grading. Students should also save the assignment directions. COM-490: Communication Capstone will require students to prepare a portfolio that showcases their work in the program. Please save this assignment in multiple locations. See the "Communication Professional Portfolio Guide" under course materials for further instructions