**Activity 7**

**Four Card Negotiation**

Sometimes to get ahead in life, you have to know how to wheel and deal to get what you need.

When the cards you’re dealt do not make up a complete deck, you need to go out into the world and negotiate with others to put the pieces together. This is literally what this lesson is all about. The objective is for teams to trade and barter for pieces of cards to match up with the pieces they already have and ultimately end up with four complete playing cards.

**SKILLS:**

Negotiation, communication, interpersonal skills

**HOW TO:**

Start with a pile of playing cards (four cards per team of four or five students). Cut each card diagonally into four pieces and mix all of the pieces together. Now divide the mixed-up pieces evenly among the teams. Give teams a couple of minutes to sort out their card pieces to figure out which pieces they have and which pieces are missing. Set a timer for 10 minutes. The goal of the game is for the students to use their negotiating skills with the other teams in order to gain as many complete cards as possible for their team. At the end of 10 minutes, the team with the most cards wins.