
NEGOTIATION:

***MAKING THE FIRST
OFFER***

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QUESTIONS FOR DISCUSSION

INSTRUCTIONS

Individually or as a group, watch “Making the First Offer” (available at leanin.org/first-offer). Then use the questions below for a group discussion.

QUESTIONS FOR DISCUSSION

- Do you relate to Nina’s hesitation to ask for the raise she wanted? Have you ever found yourself in a similar situation? After watching the video, how might you change your approach to asking for what you want?
- Have you made the first offer before? Was this a strategic decision? What new tips from the video would you incorporate into your next negotiation?
- Ashleigh says, “Knowledge is a weapon” when it comes to negotiating. Think of something you’d like to negotiate for. What research would you need to do? Brainstorm what information you need and where you’d find it.
- Did observing Nina’s more assertive approach in the second interaction give you any ideas for your next negotiation? What could you borrow from her techniques?
- After watching this video, are you more likely to make the first offer? Why?
- What’s one key takeaway from the video that you’d share with someone else?