



THE NEGOTIATOR: ALLOWANCE IMPROV (CON'T)

Role-play starters for "children":

"I won't waste my money if you give me an allowance."

"I'll save part of it to buy better gifts for my friends."

"I can buy things I want."

"If I want a special pair of sneakers, you might say it's too expensive and not a necessity. If I got an allowance, I could pay for it myself."

"Everyone gets one but me!"

"I won't have to always ask you for money."

"I already have a way to keep track of my work and how much it is worth. I set up a chore chart."

"Managing an allowance will help my math skills"

"Managing an allowance will make me feel more grown-up."

"I'll know how much money I'd have each week."

"An allowance will help me realize I need to be careful and not carelessly spend money."

"If I waste my allowance on something I don't need, I won't have any for something I really want."

"Doing chores for money will prepare me for a real job. I can earn money by doing various tasks for my family or in the neighborhood."

Role-play attitudes for "parents":

Don't take child seriously, give the child the humorous brush-off: Sounds like giving you an allowance will mean more work for me...

Be willing to listen, but ask cautious questions: Maybe, what about....

No, we tried this last year and it didn't work then; why will it work now?

Be against the idea at first, but be willing to change your mind later: I don't know, you need to convince me that this will work...

I didn't get an allowance when I was a kid. Why should you get one?

Might be a good idea to try, but what about...?

