



## Lesson Plan on Bargaining Using Game of Thrones

### Objectives:

- Understand the concept of the Best Alternative to a Negotiated Agreement (BATNA) and its importance in negotiations.
- Analyze different negotiation scenarios to identify the BATNA for each party.
- Evaluate how BATNA influences the outcome of negotiations.
- Apply the concept of BATNA to real-life negotiation situations.

### Materials:

- Video clips from Game of Thrones (Season 1 and other relevant seasons).

### Procedures:

#### Introduction (5 minutes):

- Begin by asking students if they have ever been in a negotiation (e.g., bargaining for a better price, negotiating with parents for more screen time).
- Introduce the concept of BATNA (Best Alternative to a Negotiated Agreement) and explain its importance in negotiations.

#### Instruction (30 minutes):

- Define BATNA as the most advantageous alternative course of action a party can take if negotiations fail.
- Discuss the importance of knowing one's BATNA and how it provides leverage in negotiations.
- Show the first clip from Game of Thrones: “Caitlyn Stark negotiating with Lord Frey for safe passage”
  - Divide students into small groups – what was each sides BATNA? Who seemed to get a better deal in the bargaining? Why?
  - After discussing in groups, ask each group to report out.
    - Students might realize that the Starks were desperate to cross and Lord Frey was indifferent, giving him an advantage.

- Show the second clip from Game of Thrones, where Lady Tyrell is negotiating with Tywin Lannister about marriage alliances.
  - Divide students into small groups – what was each sides BATNA? Did the BATNA’s change? Who seemed to get a better deal in the bargaining? Why?
  - After discussing in groups, ask each group to report out.
    - After discussing, students should realize that reducing an opponent’s BATNA is one way to increase a bargained outcome.

### **Discussion Questions for Worksheet:**

1. Define BATNA and explain its importance in negotiations.
2. Identify the BATNA for Caitlyn Stark and Lord Frey in their negotiation.
3. Analyze how Tywin Lannister weakened Lady Tyrell's BATNA and forced her to agree to his terms.
4. Provide a real-life example where knowing the BATNA helped in achieving a favorable negotiation outcome.

### **Conclusion (10 minutes):**

- Summarize the key points covered in the lesson, including the definition and importance of BATNA, how it influences negotiations, and the outcomes of the Game of Thrones clips.
- Emphasize the real-world applications of BATNA and encourage students to consider their BATNA in future negotiations.

### **Follow-Up Activity:**

- Assign students to find a real-life negotiation scenario (e.g., labor negotiations, business deals, international treaties) and identify the BATNAs for each party involved. Have them prepare a brief presentation on their findings to share with the class in the next lesson.