

Role play assignment instructions:

This assignment has two parts: one which you will do as a group, and a second part that is a personal reflection.

PART ONE: Two - three students from each country will work together to enact and record a role play based on one of the two scenarios provided: [Journey to Sharahad](#) (Global Edge) or [A Trip to Mintana](#) (Global Edge). Each group should organize to decide who will play the role of the Americans and who will play the role of the Sharahadians or the Mintanans

- Team A - Journey to Sharahad
- Team B - Trip to Mintana
- Team C - Journey to Sharahad
- Team D - Trip to Mintana

You can use Zoom (sign up for a free account at www.zoom.us for free meetings up to 40 minutes long) or any other program to record your role play. One person from each group should share a link to the recording (Dropbox, YouTube) with the rest of the group. Try to keep the recording to less than 15 minutes long.

PART TWO: Each student should post a 2-3 page **individual** reflection on what he or she learned from the role play and the readings from this module. Be sure to address:

- What were some important differences in communication - both verbal and non-verbal?
- What were some important considerations to conduct successful negotiations with the people from the other culture?
- What would be the best way to resolve conflict with the people from the other culture?
- What obstacles did you encounter during the negotiations, and how did you overcome them?
- Were your negotiations successful? Why or why not?

Please include a link to your recording AND **references to the reading from this module.**

NOTE: Students could also prepare in advance and present the role play during a virtual session instead of recording it; the individual reflection could be an asynchronous discussion or a group discussion during a synchronous meeting.