T‌‌‌‍‍‌‍‍‌‍‌‍‌‍‍‌‌‌‌OPIC: "Decision over a child’s bed time" DON'T WRITE MORE THAN A COUPLE PARAGRAPHS EXPLAINING THE NEGOTIATION PAPER NEEDS TO BE MORE \*\*ANALYTICAL\*\* • Develop a strategy based on Negotiations (including a planning document or scoring system), negotiate, and then write the‌‌‌‍‍‌‍‍‌‍‌‍‌‍‍‌‌‌‌ post-negotiation analysis. Paper needs to: (a) display ability to apply tactics and ideas from class discussions and the readings in your personal/professional life, (b) accurate use of terms and concepts, and (c) the extent to which you communicated your ideas in a clear and concise ma‌‌‌‍‍‌‍‍‌‍‌‍‌‍‍‌‌‌‌nner.