



You and your friend are starting a small business together. You've decided to open a coffee shop near Falcon High School. The two of you have been working on the business plan and have some key decisions to make before you can move forward with your venture. You need to negotiate and make joint decisions on various aspects of the business.



# Ground Pound Coffee

You will be using yourself, your personality and your skills to negotiate the following:

- 1) **Location:** You have two potential locations in mind, your favorite is a location near Walmart on Meridian.
- 2) **Business Roles:** You both need to decide on your specific roles and responsibilities in the coffee shop. Who will handle finances, ordering supplies, hiring staff, and managing day-to-day operations?
- 3) **Investment:** You both need to decide how much money you're willing to invest in the business and what percentage of ownership that investment will entitle each of you to. You have less cash but have put more time and effort into the business so far.
- 4) **Pricing Strategy:** You need to agree on the pricing strategy for your coffee and food items. You want to compete on premium-quality products.
- 5) **Business Name and Branding:** You have different ideas for the name and branding of the coffee shop. You like the name Ground Pound Coffee



# Bean and Steam Coffee

You will be using yourself, your personality and your skills to negotiate the following:

- 1) **Location:** You have two potential locations in mind, your favorite is a location near the rec center on Stapelton.
- 2) **Business Roles:** You both need to decide on your specific roles and responsibilities in the coffee shop. Who will handle finances, ordering supplies, hiring staff, and managing day-to-day operations?
- 3) **Investment:** You both need to decide how much money you're willing to invest in the business and what percentage of ownership that investment will entitle each of you to. You have more money to invest and want to start spending more time on the business.
- 4) **Pricing Strategy:** You need to agree on the pricing strategy for your coffee and food items. You want to compete on price alone.
- 5) **Business Name and Branding:** You have different ideas for the name and branding of the coffee shop. You like the name Bean and Steam Coffee.

# Resolution

Each person will turn in responses to the following questions:

- 1) Did the other person use active listening?
- 2) Did you show active listening?
- 3) Were you able to come to a mutual agreement?
- 4) If you were actually in this situation, what would you do differently?