

Negotiators Guide to Homeschooling

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Life is Negotiation

“Negotiation is communication with results.”

Never Split the Difference by Chris Voss

Power Struggles

Force automatically creates counter-force

Force doesn't change Feelings

“Coercion is a cousin to fear”

Nine Lies about Work by Marcus Buckingham and Ashley Goodall

“Love doesn't grow through coercion. It's a response to pleasure.”

Brave Learner Julie Bogart

Voluntary: Self-chosen, Self-directed, Self-managed

“The more autonomy, the less enmity; the more self-dependence, the less resentment of the parent.”

Between Parent and Child by Haim Ginott

Listener's Tools

“Negotiation is not an act of battle; it's a process of discovery.”

Never Split the Difference by Chris Voss

Until the child has been heard, they will not have room in their mind for any other idea.

“The beauty of empathy is that it doesn't demand that you agree with the other person's ideas.”

Never Split the Difference by Chris Voss

Mirroring: paraphrasing + labeling = “That's right”

Physical Aura

Late-night FM DJ voice

Keep Calm

Put a smile on your face

Don't counterattack

Slow. It. Down.

Calibrated Questions

Questions can stop the escalation of a situation

Questions invite creativity and collaboration

Ask calibrated questions with “How” or “What”.

- How can I help to make this better for us?
- What about this is important to you?
- How would you like me to proceed?
- What is it that brought us into this situation?
- How am I supposed to do that?
- What are we trying to accomplish?
- What's the core issue here?
- How does it affect things?
- What's the biggest challenge you face?

Each question has the subtext:

I need your intelligence to help overcome the difficulty

Accusation Audit

- It seems like ____ is valuable to you
- It seems like you don't like ____
- It seems like ____ makes it easier
- It seems like you're reluctant to ____

Don't Jump Directly to Problem Solving

“Wonder is also a natural antidote to anxiety. ‘I wonder how those anxious thoughts managed to slip in today. I wonder what you will do to challenge them. I wonder whether talking about it or deep breathing will lower your anxiety level more.’”

Opposite of Worry by Lawrence J. Cohen

What do we want the child to do differently? What do we want the child's reasons to be for acting as we would like them to act?

Nonviolent Communication by Marshall Rosenberg

“I told myself that I wanted happy learners, but I secretly wanted cooperative learners more.”

Brave Learner Julie Bogart

“All parents have had moments of wishing that their children would simply obey without making a fuss. The more deep-seated that wish becomes, the more a desire for a child who isn't any trouble overrides other goals, the more likely one is to resort to punishments or rewards.”

The Journey of the Heroic Parent Brad Reedy