

DOMAIN 3: SOCIAL AND EMOTIONAL DEVELOPMENT			
SUB-DOMAIN: SOCIAL DEVELOPMENT			
INTERACTIONS WITH PEERS			
GOAL 29: CHILDREN DEMONSTRATE POSITIVE NEGOTIATION SKILLS.			
Age Range	Developmental Growth	Child Indicators	Caregiver Strategies
First, Second, and Third Grades	Negotiates and solves conflicts using reasoning, judgment, critical thinking, and a wide-ranging vocabulary.	<ul style="list-style-type: none"> ▪ Applies awareness of others' emotions to negotiate conflicts. ▪ Uses rules as the foundation for negotiations in games. ▪ May spend more time negotiating the rules of the game than playing the game. ▪ Uses cues to interpret others' feelings. ▪ Understands, anticipates, and considers others' perspectives during negotiations. ▪ Uses problem-solving strategies to find solutions to solve disputes. ▪ Tries various strategies before seeking adult help. ▪ Uses a wide-ranging vocabulary of negotiation concepts to help solve problems. 	<ul style="list-style-type: none"> ▪ Use pictures, news events, magazines, newspapers, and current events as springboards for examining people's faces and body language for signs of emotional states. ▪ Tell stories, read books, make up poetry about people who are negotiating. Guide children to predict solutions and outcomes. ▪ Explain daily events where adults make simple mediation and negotiations. Model how you handle those. ▪ Foster development of mediation and negotiation skills according to child's developmental abilities and cultural beliefs. ▪ Model and teach increasingly sophisticated vocabulary for negotiations (e.g. negotiate, alternatives, goals, costs and benefits, risks, outcomes, consequences). ▪ Monitor children's negotiations and step in when children reach stalemates that may lead to aggression. Otherwise help children develop and use strategies for overcoming stalemates such as giving time for the situation to deescalate, walking away to calm down, asking for help from others, or role playing where each child takes on the role of the other person. ▪ Support child as they select phrases and vocabulary to resolve conflicts.