**The Art of Negotiation: As Informed by the Science**

**2 Chefs and an Orange (2CaaO) Encounters**

**Process**:

1. Please introduce yourself to your colleagues.
2. Have you ever encountered a “2CaaO” opportunity? Share a quick story.
3. What did you do/would you do to explore whether you had a “2CaaO” opportunity?
4. What did you do/would you do to ensure that you each got what you needed from the “Orange”?
5. Identify a spokesperson/PollEverywhere(r) for your team.