



Ordering Pizza

Purpose:

To teach the interest-based, consensus decision-making model.

Materials:

Flip chart paper, markers, money

Facilitator Tip:

- This is the interest-based bargaining process credited mostly to William Ury and Roger Fisher. You can find lots of background information on this process in their books and articles.

Procedure:

- Establish the criteria for a good decision about what pizza to order for the group and how much (affordable, manageable, legal, meets dietary restrictions).
- As a large group, brainstorm all the options for choosing pizza.
- Discuss the pros and cons of each option, noting how each choice satisfies or fails to satisfy the interests of the group.
- Prioritize a final list.
- Ask for proposals for a pizza order that satisfies the criteria and the interests of the group.
- Check for consensus on the proposal. The choices are to agree wholeheartedly, agree with the group's interest even though personal interests are not met, or not agree but offer an improvement to the proposal that will better meet the group's interests.
- Once the group agrees, order pizza and eat together.

