

Imagery/layout all TBD (likely will **not** be photographic)

“Arguing with my
84-year-old mom is
like a giant tug of war!”

People face conflicts when advocating for their
seniors. Whether it’s trying to talk to doctors or getting
more help in the home...it’s frustrating!

Our goal is to make it easier...for everyone. We are on
the same team & want the best for our loved ones.

NegotiAge will teach you how to negotiate with—and
for—your loved ones. We are a group of geriatricians,
business professors, caregivers, nurses, and social
workers. We thought...“Let’s teach business school
negotiation skills to supporters of seniors.”

Enter your Participant ID

123456789

Login as a Research Participant

Browse as a Guest

Pre-populated
as read-only
string if URL
includes hash

My Case

The best way to learn to negotiate is to jump right in. You will be given a case and asked to take the role of family member / supporter. Afterwards, you will have opportunity to see how you did and access resources to learn & improve your skills.

We will use a program called IAGO.

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Possible instructional text for IAGO: TBD

Are you ready?

Take me to my case

- Your case will take about 7 minutes.
- We'll return you back here after your case is completed.

Resources

What is I-R-P?

I-R-P stands for three ways of resolving conflict. Conflict can occur when an aging parent needs more help from a caregiver and both parent and caregiver have opposing ideas about what should be done.

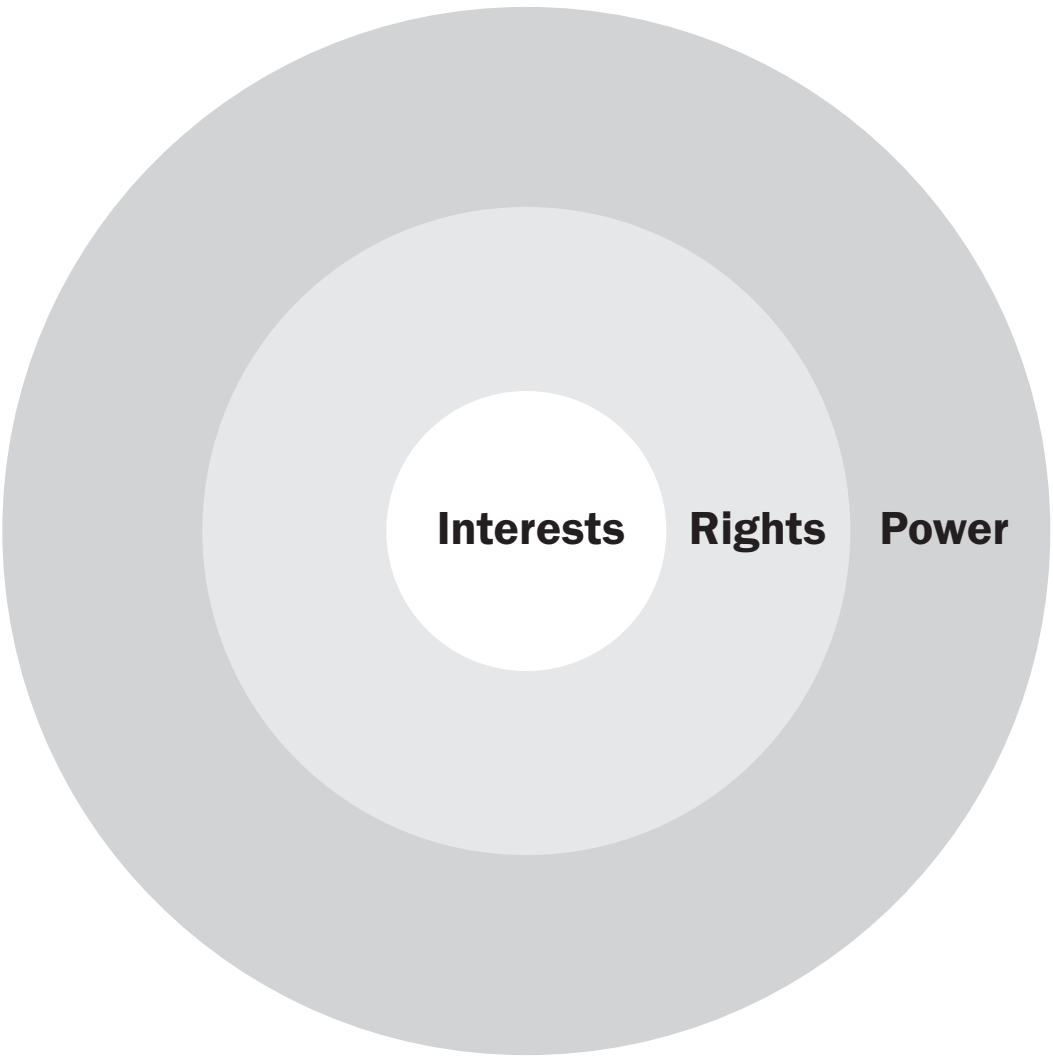
It's hard to talk about conflict, but if you don't, the conflict is likely to escalate, not go away. IRP is three ways people talk about their conflicts.

I stands for **Interests**. Interests answer the why question. Understanding interests uncovers the reasons why there is resistance to change.

➤ Example: *I'm trying to understand. Why don't you want extra help?*

R stands for **Rights**. Rights are the basis for arguments. Rights arguments are often about fairness, but they can also be about law, safety, and responsibility.

➤ Example: *I'm responsible for your care. I need to*



Overview

i [What Is I-R-P?](#)

Documents

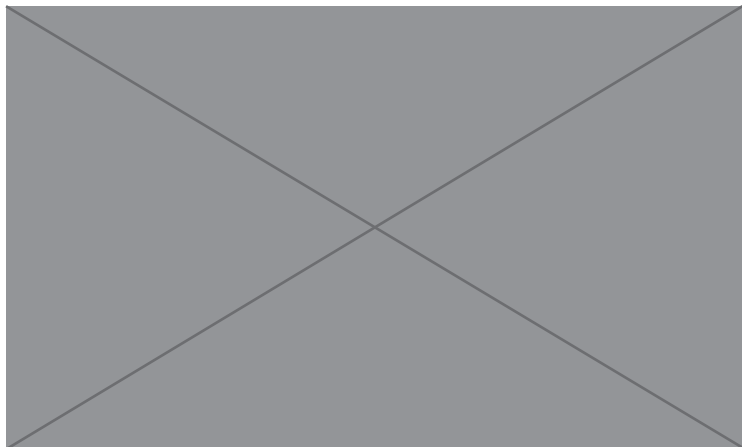
- Direct downloads
- d* [Negotiation Card](#)
 - d* [Planning Document Instructions](#)
 - d* [Types of Agreements](#)

Videos

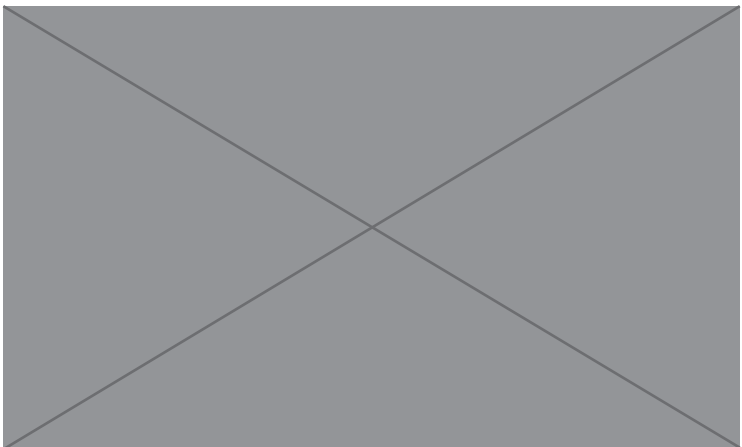
- When clicked, these populate the main content region
- v* [The Interest-Right-Power Negotiator](#)
 - v* [Resolving Conflicts Through Shared Interests](#)
 - v* [How to Make an Effective Threat?](#)
 - v* [A Geriatrician's Tips to Negotiating](#)
 - v* [Tactics to Geriatric Negotiations](#)

Next Cases

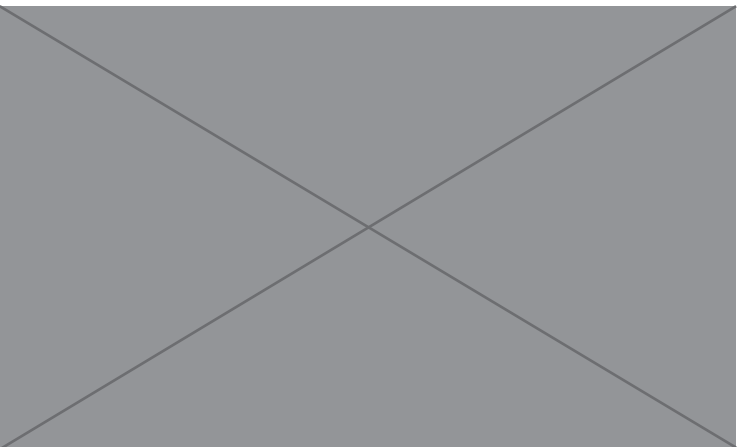
Now that you’ve learned more about negotiation strategies, see how well you can do at these intermediate cases.



Case B



Case C



Case D

Exact behavior for this screen may change based on input from Position Development

Tab conditionally appears only
after IAGO cases are complete

Page TBD

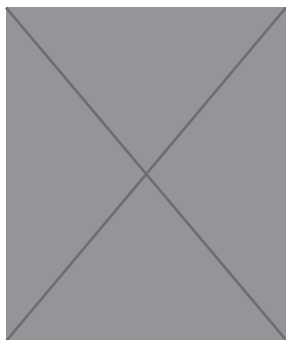
Conclusion

Congratulations! You’ve made it through the NegotiAge curriculum. Now, please follow this external link to participate in a survey.

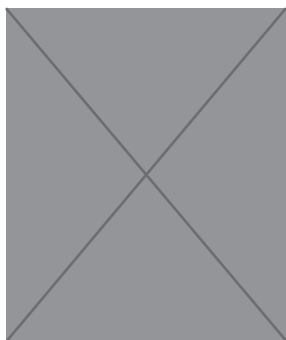
Take me to my survey

 This survey will take about 15 minutes.

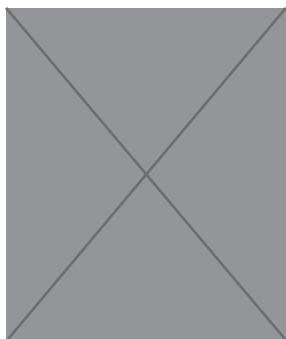
Our Staff



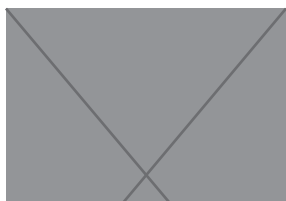
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firstname.lastname@northwestern.edu



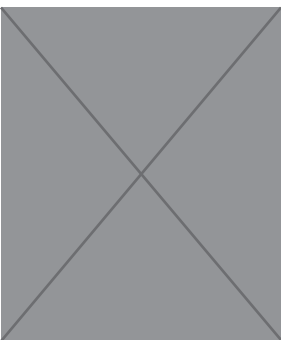
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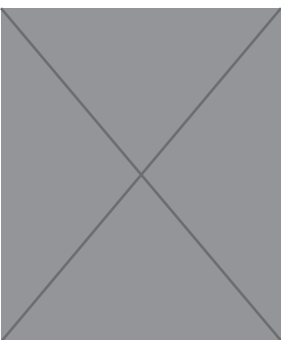
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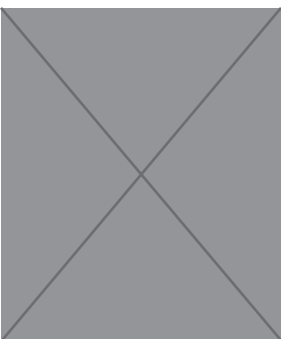
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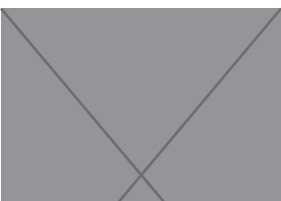
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Our Work

We’re researching the forefront of geriatric lorem ipsum dolor sit amet, consectetur adipiscing elit, sed diam nonummy nibh euismod tincidunt ut laoreet dolore magna aliquam erat volutpat. Ut wisi enim ad minim veniam, quis nostrud exerci tation ullamcorper suscipit lobortis nisl ut aliquip ex ea commodo consequat.

Contact Us

-  Office: (312) 555-5555
-  Email: negotiage@northwestern.edu

Our Research

Avery E., Kleppinger A., Feinn R., Kenny A. M. (2010). Determinants of living situation in a population of community-dwelling and assisted living-dwelling elders. Journal of American Medical Directors Association, 11(2), 140–144.

Brett J., Thompson L. (2016). Negotiation. Organizational behavior and human decision processes. Organizational Behavior and Human Decision Processes, 136, 68–79.

Carnevale P., Pruitt D. G. (1992). Negotiation and mediation. Annual Review of Psychology, 43, 531–582.

Creswell J. W., Klassen A. C., Plano-Clark V. L., Clegg-Smith K. (2011). Best practices for mixed methods research in the health sciences (pp. 37–49). Bethesda, MD: Office Behavioral Social Science Research National Institutes of Health.

DeMarr B. J., De Janasz S. C. (2012). Negotiation and dispute resolution. Boston, MA: Pearson Educational Inc.

Support

National Institutes of Health



Name Of Foundation 2



Name Of Foundation 3



Name Of Foundation 4

Opportunities

Want to be involved in future geriatric studies? We’d love to have you. Contact negotiage@northwestern.edu and we’ll get back to you.