

## Assignment #7

Your next negotiation, *The Stakes of Engagement*, is a *balanced concerns* negotiation. “The immediate substantive stakes and the future relationship are in balanced tension with each other.”<sup>1</sup>

### **READ:**

It is time to think systematically about your negotiating *style* and how it affects the behavior of your negotiating counterpart. How you present yourself, what you say and how you say it are elements of your negotiating style but not, by all means, all of it.

This course is a good place to try out different negotiating styles to see what fits you best because the cost of experimentation is low.

Read Chapter 5 *Developing a Negotiating Style* in your text. Thompson frames her discussion of negotiating style in three dimensions:

- Your goals or motivational drivers,
- Your approach through a balance of interests, rights and power,
- Your use of emotion.

### **PREPARE:**

Prepare for a negotiation of *The Stakes of Engagement* by first reading *General Instructions for Both Parties*.

You will play the role of either Jacques Parker or Marlene Mayberry. Jacques, a young artist, met Marlene, a financial analyst, three years ago. Both immediately “fell for each other.” You are living together and are engaged to be married. Jacques and Marlene jointly decided that it would be a good idea to negotiate a pre-nuptial agreement, designed to fairly divide their respective assets between them just in case of a split. Both believe that this is best done without involving lawyers.

Study your confidential information. Your outcome depends not only on how effective you are negotiating a share of your joint assets, but also *on how your counterpart perceived your behavior during the negotiation!*

**PRIOR TO CLASS:** Respond *before class* to the Preparation Survey for your role as either Jacques Parker or as Marleen Mayberry in *The Stakes of Engagement*.

When your negotiation is concluded, you will pick up *two copies* of a Process Evaluation sheet: (Jacques’s Evaluation of Marlene if you play the role of Jacques); (Marlene’s Evaluation of Jacques if you play the role of Marlene).

(1) Fill out both Process Evaluation sheets.

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<sup>1</sup> Shell, G. Richard, *Bargaining for Advantage: Negotiation Strategies for Reasonable People*, NYC, Penguin Books, 2000.

- (2) Keep one and hand the other to your negotiating partner.
- (3) Use the Process Evaluation sheet handed to you to complete computation of your score for this negotiation.
- (4) Enter your results.

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