

Assignment #12

READ and PREPARE:

Welsh Water (A): General Information and Confidential Instructions for [your role] as preparation for this four party negotiation among:

Michael Harrington, Lead Negotiator for Welsh Water, (B) Case

Chris Smith, Lead Negotiator for NALGO, (C) case

Sam Johnson, Lead Negotiator for SWAB, (D) case

and

Pat Cooper, Lead Negotiator for NUPE, (E) case.

General information follows these assignment instructions in the reader.

You have **1 1/2 hours** maximum to reach agreement. If no agreement is reached at the end of this time, then each party will receive the payoff associated with a strike by two or more unions. You will be briefed in class how to proceed with this negotiation.

Submit your results on the web immediately after concluding negotiations.

PRIOR TO CLASS: Respond *before class* to the Preparation Survey for your role in the Welsh Water negotiation. *EACH person in each role*—Pat Cooper for NUPE, Sam Johnson for SWAB, Chris Smith for NALGO and Michael Harrington for Welsh Water, must respond to get credit for the survey.

Questions to think about:

1. What coalitions or sub-coalitions might form in the course of this negotiation? Are they real or just apparent?
2. Harrington and the unions can employ sequencing tactics. That is, who should talk to whom and in what order? How might you employ sequencing tactics to enhance your negotiating outcome?

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