

Reading Tips and Study Questions: For Session 17

Required reading:

1. Roger Fisher and Wayne Davis, "Six basic skills for a negotiator's repertoire," pp.354-359 in *Negotiation*, edited by Lewicki, Saunders, and Minton (Boston: Irwin McGraw-Hill, 1999).
2. Pp.1-8, 20-33 (from "Case #2") in Xavier de Souza Briggs, "We are all negotiators now," The Community Problem-Solving Project @ MIT (2003) at http://web.mit.edu/cpsproject/strategy_tools/negotiating.html

Tips and questions

Our debrief and extension of your multi-party negotiation will consider several levels of the experience: (a) how to analyze issues and coalitions when a variety of issues, stakeholders, and interests are in play (analysis to develop a strategy); (b) how to be effective while negotiating "at the table" (tactics); and (c) the personal experience of the negotiation process, including consideration of the skills you have, how you think and respond emotionally, and what you need to work on.

1. Which of the skills identified by **Fisher and Davis** do you feel you bring to negotiation, and which do you most need to develop? In what kinds of professional situations have you found these, or other, skills to be particularly important for solving problems interactively with others? What is your plan for developing more of the needed skills?
2. Negotiation is often useful, but why, according to **Briggs**, is it not always appropriate where there's a conflict among stakeholders? How is the Ourtown negotiation (Case #2, beginning on page 20) similar to the one you conducted (the exercise)? How is it different? Think, in particular, about what is or isn't fixed when the negotiators approach the problem.