

15.067 Spring 2003

Assignment #11

READ:

Thompson's discussion of **Team Negotiation** (Chapter 7, pp. 210-213) and **Intergroup Negotiation** (Chapter 7, pp. 213-219).

Flagship Airways is a multi-issue negotiation between two teams of three persons each. Negotiators for Eureka are:

- P. Stiles, General Manager of Commercial Engine Operations
- L. Atchison, VP of Product Development
- A. Delling, VP of Finance.

Negotiators for Flagship are:

- S. Gordon, VP of Engineering
- L. Ross, VP of Maintenance
- M. Langton, VP of Finance.

Read General Information and

PREPARE:

In addition to studying Confidential Information for your role in the negotiation between teams, you must also keep in mind that you will meet with members of your team prior to the negotiation between teams in order to establish a "Flagship" position at the negotiating table.

DO:

Each team will meet for 15-20 minutes prior to the Eureka-Flagship negotiation. In this meeting you will share concerns, data and objectives. In particular, you want to ensure that everyone on your team understands what data is available, where and from whom.

The negotiation will last for no more than 1.5 hours.

Questions to think about:

1. To: S. Gordon and P. Stiles. How do you plan to "lead" in the negotiation?
2. Is caucusing useful? Effective? What effects on the "other side" does caucusing have?
3. Reflect on long term vs. short term relations. How do you achieve good short term results without jeopardizing long term relationships?