

15.067 Spring 2003

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.

Both general and confidential information will be distributed together. 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.

Submit your results on the web immediately after concluding negotiations.