11.255
Negotiation and
Dispute Resolution in the
Public Sector
Spring 2021
Class #14
Question

Can you facilitate a written agreement without first mediating all the underlying disagreement amongst the parties?

How did your experience with Dirty Stuff shape your answer?
Videos and agreements
Let’s Discuss
Dirty Stuff

- How did your group handle scientific or technical disagreements?

- Did you complete your discussion of each issue and then go on to the others, or did you construct and consider a whole package?

- What did the facilitator do that helped the group reach agreement? What did they do that was not helpful?

- What role, if any, did coalitional behavior play in your run of Dirty Stuff?

- What triggered the group’s decision to go beyond the five key sentences in the Agency’s draft?
Question

- How did the group handle the disgruntled member or party?
- What made it possible for you to reach an agreement?
- Was there any attempt at value creation?
Question

- Was there caucusing in your group?
- Did it help or hinder the process?
- How would you weigh the facilitator’s responsibility to the whole group to help them reach an agreement VS. their responsibility to a party that feels it has been treated unfairly?
Question

What did you learn about preparing more effectively for future facilitation?
Mid-semester feedback