11.255
Negotiation and Dispute Resolution in the Public Sector
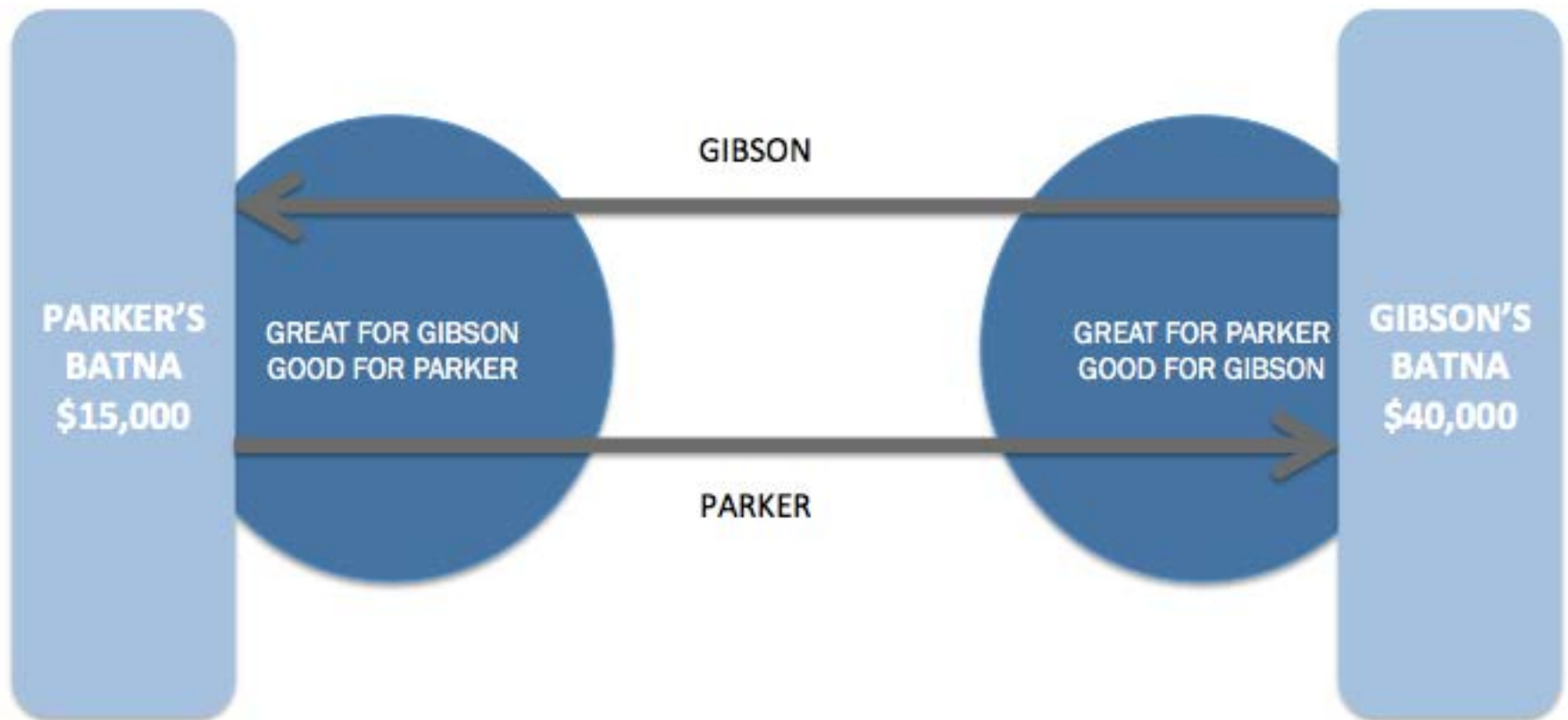
Spring 2020
Class #3

+ General Instructions

1. Read confidential instructions, strategize, and complete pre-nego survey: 15-20 min (Do not share your confidential instructions)

2. Negotiate: 15-20 min

3. Complete post-nego survey: 5-10 min

4. Report your results in Idgames, then debrief.

+ Groups

[student names removed]

The Trading Zone (ZOPA)

PARKER'S BATNA $15,000

GREAT FOR GIBSON GOOD FOR PARKER

GIBSON

GREAT FOR PARKER GOOD FOR GIBSON

GIBSON'S BATNA $40,000

PARKER

+

Question

- Why are *frames* so powerful in negotiations? How might they impact public sector disputes?

+

Question

- What are the potential consequences of overconfidence or arrogance?

+ Question

- Should you cheat, lie and steal in negotiations?

+ Moving on from the traditional game

- What are some of the problems with the *traditional game?*

- Why should we study it?

- Key lessons learned: BATNA; importance of preparation; trust vs. lying/bluffing; zero-sum vs. distributive; anchoring

+ Creating vs. distributing value

- Value creation is collaborative, but the pie still has to be divided

- Some things to think about:
  - How do you balance creation of value with distribution of value?
  - What's "fair"?

+ Assignments

- Reflection Memo 1, due 2/28 11:59pm. (Upload to Canvas, Assignments tab)

- Feedback to your negotiating partner, due 2/28 11:59pm. Please email your feedback to your partner (1-2 paragraphs), and **copy Lidia**).

- We will watch the four video presentations next class.