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)
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.