Technology Policy Negotiations and Dispute Resolution
ESD.933 – Session 13

Concluding Session

Joel Cutcher-Gershenfeld
Course Overview

A: Negotiations and Dispute Resolution – An Introduction

• Introduction
  – “Parker-Gibson” (Bi-Lateral, Single Issue)

• Strategic Negotiations and Interest-Based Bargaining Principles
  – Interactive Exercises and “The Bargaining Game“ (Multi-Person, Single Issue)

• Dispute Resolution Systems and ADR
  – “Unfair Discharge?” Exercise

B: Core Concepts

• Five Phase Model and Communication Skills“
  – The Training Conflict” (Bi-Lateral, Single Issue) and Guest Speaker (Toni Robinson)

• Information Exchange and Feedback
  – “The Performance Interview” (Bi-Lateral, Multi-Issue)

• Rules of the Game
  – “The President’s Council on Bio-Ethics” (Multi-lateral, Multi-issue)
Course Overview (cont.)

C: Organizational and Policy Context

- Cross-Cultural Negotiations
  - Interactive Exercises
- Regional Economic Development and Public Investment
  - “Phoenix, Part I” (Multi-lateral, Multi-issue)
  - “Phoenix, Part II” (Multi-lateral, Multi-issue)
- Labor Markets – Recruitment/Job Search
  - “The Job Interview” (Bi-Lateral, Multi-Issue)

D: Integration

- Negotiations/Dispute Resolution Systems
  - Case Studies
    - Student Team Presentations, Part I
    - Student Team Presentations, Part II
- Practitioner Panel
  - Open-Forum Panel Dialogue
Dispute Resolution Systems Case Studies

- Federal Energy Regulatory Commission
- The International Space Station (ISS)
- DOE and SEER 13
- US Department of the Interior
- US Air Force Academy
- Military Morale, Welfare and Recreation organization
- Harvard and MIT
- JR and NTT in Japan
- Children’s Hospital, Boston
- Raytheon
- Private IT Company
- Telecom Industry
- IEEE Standards Association
- Construction Industry