This problem set asks you to analyze your experience in a negotiation. To do well you will have to reflect carefully and analytically on your experience, assess the significance of different factors, and reason about the implications of this experience for future negotiations. In this way the write-up for Problem Set 2 will resemble the one you did for Problem Set 1. You may want to make notes as you go through the negotiation to help you reflect thoughtfully and accurately on your experience. Problem Set 2 focuses on analyzing interests and tradeoffs, the factors that shaped your effort to create value in the negotiation, and, in particular, how you managed the tension between value creation and distribution.

A) In Part A you should analyze your preparation for the negotiation. You may want to answer questions like: What were the key issues in preparing the template? How would you compare your own analysis with your interaction with your counterpart? Did they interfere or help? What the scored template useful? In what way? Did anything surprise you?

B) In Part B you should analyze your ability (individually and jointly) to create value in the negotiation. You may want to analyze how well the template addressed your interests, what other factors shaped your ability to understand and pursue your interests, and what factors (the tension with value distribution . . .) shaped your individual and joint ability to understand and pursue your interests. It may help to look back with your counterpart and see where the opportunities for creating value were, whether you understood them, and what shaped your ability to pursue them. It may help to look at your ability to generate options and how you managed commitment. Don’t answer these questions point-by-point, but do frame and address a set of questions that get at what was significant about your negotiation.

C) Finally, in Part C summarize your analysis and then articulate and discuss its implications for action.