

**Negotiation Workshop:  
Ways to Organize and Use the Basic Elements of Negotiation  
June 23 through 27, 2003**

**Monday, June 23, 2003**

- 7:00-8:00      Registration and pick up of any needed materials.
- 8:00-8:50      WORKSHOP PURPOSES AND STRUCTURE  
Location:      Langdell North
- 9:00-11:00     **Oil Pricing Exercise**
- 11:10-12:30   (Working Groups) Introductions  
                    - Receive materials for *The Law Library*
- 12:30-2:00     Lunch; prepare to negotiate *The Law Library*
- 2:00-4:00      (W.G.) Negotiate *The Law Library* (30 min.) [1-on-1]  
Review  
Choose Journal Partners  
Pick up materials for tomorrow:  
                    - Instructions for *The PowerScreen Problem*  
                    - Class lists
- 4:00-4:15      Break
- 4:15-5:00      WHAT IS A GOOD OUTCOME? ELEMENTS OF NEGOTIATION  
Location:      Langdell North
- 5:00             Break for the day
- 5:00             Reception at the Harvard Faculty Club (20 Quincy St.)

**Individual Preparation for Tomorrow:**

Prepare to negotiate *The PowerScreen Problem*. Use the Seven Element Preparation Handout to organize your thinking.

You may want to skim Chapters 1-3 and read pp. 177-179 of *Getting Together: Building Relationships As We Negotiate* to help you think through the relationship issues in tomorrow's case.

Review the situation you described in the advance assignment **A Current Problem**. See "A Current Problem: Refining the Analysis" for further instructions.

Meet with your journal partner to exchange journal entries and discuss issues that arose during the day. Breakfast before class is often a good time to try to do this. See the General Memorandum for a discussion of journal-writing.

**Tuesday, June 24, 2003**

- 8:00-9:00            SYSTEMS OF NEGOTIATION  
Location:        Langdell North
- 9:00-9:10            View "The Fight"  
Location:        Langdell North
- 9:20-12:15            (W.G.) Prepare by side for *The PowerScreen Problem*  
Location:        Working Groups
- Negotiate *The PowerScreen Problem* (45 min.) [1-on-1]  
                          Review  
                          Pick up materials for tomorrow:  
                                  - Instructions for *Sally Soprano*  
                                  - Instructions, pairings, and videotaping and reviewing times for  
    *67 Fish Pond Lane*
- 12:15-1:15            Lunch
- 1:15-1:45            **The Consensus Exercise**  
Location:        Langdell North
- 1:45-2:30            A SYSTEMATIC APPROACH TO INFLUENCE  
Location:        Langdell North
- 2:30-2:40            Break
- 2:40-5:00            View and discuss "The HackerStar Negotiation"  
Location:        Langdell North
- 5:00                    Break for the day

**Individual Preparation for Tomorrow:**

Prepare to negotiate *Sally Soprano*.

Prepare to negotiate *67 Fish Pond Lane*. Note that some of you will not have much preparation time on Wednesday, so you should consider meeting with your partner tonight to discuss and plan strategy.

Continue your analysis of the situation you described in **A Current Problem**. Refer to the handout "A Current Problem: Refining the Analysis" for further instructions.

Meet with your journal partner to exchange journal entries and discuss issues that arose during the day.

**Wednesday, June 25, 2003**

8:00-8:50      **ACHIEVING GOOD SUBSTANTIVE OUTCOMES: THE NEGOTIATION PROCESS**

Location:      Langdell North

9:00-11:55    (W.G.) Negotiate *Sally Soprano* (30 min.) [1-on-1]

Review

Pick up materials for tomorrow:

- Instructions for *Role Reversal*
- Instructions for *Eazy's Garage*

11:55            Prepare by team to negotiate *67 Fish Pond Lane*

The remainder of the day involves the *67 Fish Pond Lane* negotiation, the beginning of which will be videotaped, followed by a review of this videotape with your TAs. The last groups will be finished by 6:45pm. When you have finished this negotiation, please complete the Peer- and Self-Evaluations for the exercise.

3:45-6:30      Bruce Patton will be available following your videotape review to discuss issues and answer questions.

Location:      John Chipman Gray Room, 2<sup>nd</sup> Floor, Pound Hall

**Individual Preparation for Tomorrow:**

Prepare for the *Role Reversal Exercise*.

Prepare for the *Eazy's Garage* negotiation.

Identify a negotiator with whom you have difficulty. For the purposes of the laboratories tomorrow, it will be helpful to have a specific individual in mind.

If you have any questions that you would like Professor Fisher to address in the plenary session tomorrow afternoon, write the question(s) and bring them to Working Group with you tomorrow.

See the instructions for tonight in the handout "A Current Problem: Refining the Analysis."

Meet with your journal partner to exchange journal entries and discuss issues that arose during the day.

**Thursday, June 26, 2003**

8:00-8:45 BUILDING A GOOD WORKING RELATIONSHIP

Location: Langdell North

8:50-10:45 ***Role Reversal Exercise***

Location: Langdell North

10:45-11:00 Break

11:00-12:00 NEGOTIATION POWER

Location: Langdell North

12:00-1:00 Lunch

1:00-4:00 (W.G.) Negotiate ***Eazy's Garage*** (40 min.) [1-on-1]

Review

*Working Group Choice:*

- "Dealing With a Difficult Negotiator": Multiple short laboratories in which to practice applying the ideas of the Workshop toward negotiating effectively with a difficult negotiator;

*or*

- "Application Session": Working group members consult with each other on current negotiation problems.

Prepare questions for the instructor

Pick up materials for tomorrow:

- Instructions for ***Chestnut Village***

4:15-4:45 PANEL: WORKING GROUP QUESTIONS. A panel of representatives from the working groups will pose questions to the instructor.

Location: Langdell North

4:45-7:30 ***Getting to Yes: The Video***. The 2 ½ hour video is optional. Many participants last year found it helpful in crystallizing their understanding of the material.

Location: Langdell North

**Individual Preparation for Tomorrow:**

Prepare to negotiate ***Chestnut Village***.

Read Chapter 10 in *Getting Together: Building Relationships As We Negotiate*.

If you have not already done so, get together with a colleague to discuss your analysis of **A Current Problem**.

Meet with your journal partner to exchange journals and discuss issues that arose during the day.

**Friday, June 27, 2003**

- 8:00-8:55      MEDIATION and GROUP PROCESS  
                  Location:      Langdell North
- 9:05-10:15     Prepare by team to negotiate *Chestnut Village*
- 10:15-12:30    Negotiate *Chestnut Village* (70 min.) [6-on-4]  
  
                  Review
- 12:30-1:30     Lunch
- 1:30-3:10      (W.G.) Working Group Final Discussion
- 3:20-4:00      FINAL PRESENTATION  
                  Location:      Langdell North
- 4:00             End of Workshop
- 4:00             Closing reception in the Ropes Gray Room

**Individual Preparation For Continued Learning:**

In light of your experience during the past week:

- Revise your memorandum to a junior colleague giving your advice, general propositions, rules of thumb, or other guidance on how to negotiate.
  
- Write a brief memo to yourself outlining your new approach to the problem or situation you described in the pre-Workshop assignment, **A Current Problem**.