

Date: _____

Name: _____

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CONCEPT EXERCISE ON THE ONE-TEXT PROCEDURE*

The one-text procedure (also known as the Single Negotiating Text procedure) is one method whereby a mediator can help facilitate an agreement between parties with differing interests. The one-text starts as a rough draft of an agreement which each party is asked to critique. The text is then repeatedly updated and revised in light of the parties' criticisms. Only when the mediator thinks that no further improvement can be made is the one-text presented to the parties for decision: "Will you accept this?"

In the following examples, apply the principles of the one-text procedure and answer the indicated questions:

1. The mediator has presented his initial draft agreement to the Klingons. Their chief negotiator says, "I believe clauses 4 and 6 may be acceptable to us. Let me take them to the Klingon Council for approval."

Should the mediator accept this suggestion? _____ Explain: _____

2. The Terran and Martian delegations both urge that no detailed public progress reports be released during the negotiating process.

Should the mediator accept this suggestion? _____ Explain: _____

3. At the initial negotiating session the union chief proposes, "The meetings should be taped to prevent arguments over what statements have actually been made by each side."

Should the mediator accept this suggestion? _____ Explain: _____

4. Pa Hatfield: "I totally reject the McCoy proposal."

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Mediator: "Simply rejecting Mr. McCoy's proposal isn't very helpful to me. How about if you block out a proposal that you would find acceptable?"

Do you approve of the mediator's suggestion? _____ Explain: _____

5. You are the mediator in closed-to-the-press, face-to-face negotiations over fishing rights in the Aegean Sea between the Athenians, the Spartans, the Persians, the Thebans, and the Boeotians. Your procedure has been to table a draft agreement at the beginning of each day's session, and then to open the floor to the parties. You use their comments to prepare a revised draft for the next day.

Athenian Chief Negotiator: "Once again we hear the lies of the Spartans. Yesterday they proposed keeping 80 ships in the Northern Area; today we learn that 20 so-called 'support craft' are to accompany them. How can a civilized city deal with such duplicity?"

Which of the following responses might be the best way to reduce the likelihood of such undesirable incidents in the future?

- a) The next day reduce the time available for each party's comments from one hour to ten minutes.
- b) Interrupt the Athenian negotiator and announce a rule against criticizing the other parties.
- c) Allow the Spartan negotiator additional time to respond to the Athenian charges.
- d) After the conclusion of the day's session, make a statement to the press criticizing the Athenian negotiator for trying to take unfair advantage of a cooperative Spartan attitude.
- e) Later in the day, speak to the Spartan negotiator privately, thanking him for his useful comments and praising his patient willingness to overlook petty sniping.

Explain your choice: _____

6. What might be some limitations of this concept?
