

CONFLICT DISPUTE & RESOLUTION

Inventing Options

Instructions

As you read the material for our next class, keep these questions in mind. To answer them, you will have to reflect critically on what you have read and possibly re-read important passages. Keep in mind that there are two basic kinds of information that you need to look for in the reading:

1. What are the main points or conclusions that an author accepts with respect to a particular issue?
2. What are the reasons, important considerations, and evidence that lead the author to accept that conclusion?

For our purposes, *it is information of the second sort that will be our primary concern* since our most basic task is to *evaluate the reasons and evidence* that are offered to support accepting one possible conclusion about an issue, rather than another.

Although I strongly suggest that you write out brief answers to these questions, you do not have to turn in written responses. You do, however, need to be prepared to speak intelligently about these issues at our next class meeting.

Reading

Fisher, R., Ury, W., & Patton, B. (2011). Invent Options for Mutual Gain. In *Getting to Yes: Negotiating Agreement Without Giving In* (3rd ed., pp. 58–81). New York: Penguin Books.

Questions

1. According to Fisher *et al.*, what are the four major obstacles that prevent the invention and consideration of many different options during a negotiation? What are their solutions to these problems?
2. Why does inventing options encourage wise agreement?