

Principled Negotiation

Instructions

When doing the reading for this class, there are the two basic kinds of information you need to understand:

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?

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 position on an issue, rather than another.

Reading

Fisher, R., Ury, W., & Patton, B. (2011). Don't bargain over positions. In *Getting to yes: Negotiating agreement without giving in* (3rd ed., pp. 3–15). Penguin Books.

Patton, B. (2004, April). Building relationships and the bottom line: The circle of value approach to negotiation. *Negotiation*, 7(4).

Questions

1. What three criteria for assessing a method of negotiation do Roger Fisher, William Ury, and Bruce Patton provide? What do Fisher et al. mean by a “wise agreement” (2011, p. 4)?
2. What is Fisher et al.'s argument that positional bargaining (i.e., distributive negotiation) often fails to meet these three criteria and does not often produce wise agreements? What problems with positional bargaining does Bruce Patton (2004) identify?
3. How is the “circle of value approach” (Patton, 2004) supposed to avoid these problems?

To answer these questions you will have to reflect critically on what you have read and possibly re-read important passages.

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.