

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., & Shapiro, D. (2005). Respect autonomy. In *Beyond reason: Using emotions as you negotiate* (pp. 72–93). Penguin Books.

Questions

1. What do Roger Fisher and Daniel Shapiro mean by “autonomy”? What does it mean to respect the autonomy of another person?
2. Fisher and Shapiro claim that you can use a lack of decision-making authority to actually increase your autonomy.
How is that possible?
3. Why does respecting the autonomy of others during conflict resolution focus more on the *process* of negotiation than on its substance?
4. What recommendations do Fisher and Shapiro give for respecting autonomy, especially where there are “invisible” stakeholders involved? How is the I-C-N “bucket” system supposed to help with all this?
5. Putting all this together, why does respecting the autonomy of the other party tend to encourage wise agreement?

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.