

Forming a Partnership

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

Optional: Shell, G. R. (2018). Psychological strategies for building working relationships. In *Bargaining for advantage: Negotiation strategies for reasonable people* (3rd ed., pp. 65–68). Penguin Books.

Questions

1. What three strategies does G. Richard Shell give for building rapport and a working relationship with the other party during negotiation and conflict resolution?

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.