

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). Express appreciation. In *Beyond reason: Using emotions as you negotiate* (pp. 25–51). Penguin Books.

Questions

1. According to Roger Fisher and Daniel Shapiro, what are the three elements to expressing appreciation during conflict resolution? What concrete recommendations do they give for doing each of these?
2. If you express appreciation to the other party during a conflict, does that mean you are yielding to their point of view? Why or why not?
3. What actions do Fisher and Shapiro recommend you do in order to help the other party express appreciation towards you?
4. Putting all this together, why does expressing appreciation to 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.