

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). What if they use dirty tricks? In *Getting to yes: Negotiating agreement without giving in* (3rd ed., pp. 131–145). Penguin Books..

Questions

1. Roger Fisher, William Ury, and Bruce Patton divide the specific hardball tactics and “dirty tricks” into three types of categories. For various reasons, the preferred term for these is now “difficult tactics”.

What are the various difficult tactics that Fisher et al. discuss? For what reasons might someone try to use these tactics during negotiation or conflict resolution?

2. Why do Fisher et al. believe these difficult tactics are illegitimate? How do they suggest you “negotiate about the rules of the game” (p. 132) when responding to someone that employs difficult tactics?

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.