

LESSON 3 - ASSIGNMENT

1. What did you learn from your set tasks? List the different tactics you noticed in each setting and then compare the differences. For each situation, suggest tactics different people could use to better negotiate or more successfully engage the other person and make their point. Write about half a page.

2. There have been a series of car accidents on a busy stretch of road in Redtown. The residents want new traffic calming measures. The local government does not think this is necessary. Feelings begin to run very high after a very serious accident occurs. You are called in as a negotiator to try to resolve the situation. Using the information in this lesson about the joint problem solving approach and the characteristics of effective negotiation, write a detailed account (about one page) on how you would handle this negotiation.