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## **Matching Role Plays, Cases and Questionnaires to Fundamental Topics in a Negotiation Course**

The authors of these books have searched for ways to help instructors know how to select particular role plays, cases and questionnaires and match them to the key topics of a negotiation course. In this past, we have experimented with an elaborate matrix that cross-matched certain exercises with specific chapters in the *Negotiation* text or in *Essentials of Negotiation*. As the books (and the total number of exercises and cases) has grown increasingly large, we believe this matrix is now more cumbersome than helpful. Moreover, as experienced negotiation teachers will affirm, many of these activities are highly versatile and can serve a multitude of pedagogical purposes.

As a result, we have decided to simplify the challenge by listing activities according to the broad topical categories that are typically covered in a negotiation course (below). There is no absolute precision in this list, and particular activities are often listed in more than one category. Finally, instructors will note that the teaching note for each exercise (on the website) offers more specific information, including an overview of the activity, teaching strategy, and suggested text or *Essentials* chapters to be used with each activity.

### **Categories:**

#### **Basics of Cooperation and Competition**

Ex 1: Pemberton's Dilemma  
Ex 2: Commons Dilemma  
Ex 3: Pasta Wars  
Quest 1: Subjective Value Inventory

#### **Distributive Bargaining**

Ex 5: Used Car  
Ex 6: Knight Excalibur  
Ex 7: Gtechnica  
Ex 8: Toyonda  
Ex 20: City of Tamarack

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Case 1: Pacific Oil Company

Case 2: Negotiating about Pandas for San Diego Zoo

Case 3: Collective Bargaining at Magic Carpet Airlines

### **Integrative Negotiations**

Ex 9: Pakistani Prunes

Ex 10: Universal Computer

Ex 11: Bestbooks/Paige Turner

Ex 12: Seatech

Ex 13 Eurotechnologies

Ex 15: Island Cruise

Ex 16: Live8

Ex 19: Buena Vista Condo

Ex 20: City of Tamarack

Ex 28: Connecticut Valley Schools

Ex 29: Bakery Florist Grocery

### **Planning for Negotiations**

Ex 4: Planning for Negotiations

Ex 8: Toyonda

Ex 15: Island Cruise

Ex 16: Live8

Ex 19: Buena Vista Condo

Case 1: Pacific Oil Company

Case 3: Collective Bargaining at Magic Carpet Airlines

(See separate information in this IM on ExpertNegotiator.com)

Quest 1: Subjective Value Inventory

### **Ethics in Negotiation**

Ex 19: Buena Vista Condo

Ex 25: The Employee Exit Interview

Case 3: Collective Bargaining at Magic Carpet Airlines

Quest 3: The SINS II scale

Quest 8: The PMD Scale

### **Communication**

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Ex 16: Live8

Ex 39: GRID

Ex 40: Strategic Moves and Turns

Quest 6: Communication Competence Scale

### **Power and Influence**

Ex 8: Toyonda

Ex 12: SeaTech

Ex 21: Negotiating Giant Pandas

Ex 26: Coalition Bargaining

Ex 33: Elmwood Hospital Dispute

Ex 39: GRID

Ex 43: The Power Game

Case 2: Negotiating about Pandas for San Diego Zoo

Quest 4: Six Channels of Persuasion Survey

### **Negotiating within A Relationship, Trust, Justice**

Case 4: Bargaining Strategy in Major League Baseball

Quest 5: The Trust Scale

### **Agency dynamics**

Ex 8: Toyonda

Ex 17: New House

Case 5: Midwestern::Contemporary Art

### **Multiparty Negotiations**

Ex 30: Campbell-Lessing

Ex 31: Dogs in the Park

Ex 38: Bacchus Winery

Ex 39: GRID

Ex 41: A Team in Trouble

### **Team on Team Negotiations**

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Ex 13: Eurotechnologies  
Ex 18: Twin Lakes Mining  
Ex 20 City of Tamarack  
Ex 21: Negotiating Giant Pandas  
Ex 22: Ridgecrest School Dispute  
Ex 28: Connecticut Valley School  
Ex 33: Elwood Hospital Dispute  
Case 3: Collective Bargaining at Magic Carpet Airlines

### **Coalition Dynamics**

Ex 3: Pasta Wars  
Ex 26: Coalition Bargaining  
Ex 27: South American Conference on the Environment  
Ex 28: Connecticut Valley School  
Ex 39: GRID

### **Individual Differences**

Ex 29: Bakery-Florist-Grocery  
Ex 40: Strategic Moves and Turns  
Ex 42: Collecting Nos  
Case 5: Midwestern::Contemporary Art  
Quest 2: Personal Bargaining Inventory  
Quest 3: The SINS II Scale  
Quest 4: Six Channels of Persuasion Survey  
Quest 6: Communication Competence Scale  
Quest 7: Cultural Intelligence Scale  
Quest 8: The PMD Scale

### **Cross-Cultural Negotiations**

Ex 21: Negotiating Giant Pandas  
Ex 34: 500 English Sentences  
Ex 35: Sick Leave  
Ex 36: Alpha Beta  
Ex 37: Galactica SUV  
Ex 38: Bacchus Winery  
Case 2: Negotiating about Pandas for San Diego Zoo

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Case 6: 500 English Sentences

Case 7: Sick Leave

Quest 7: Cultural Intelligence Scale

### **Third Parties and Dispute Resolution**

Ex 14: AuraCall

Ex 32: Third Party Conflict Resolution

Ex 33: Elmwood Hospital Dispute

Case 3: Collective Bargaining at Magic Carpet Airlines

Case 5: Midwestern::Contemporary Art

### **Applied Negotiations**

Ex 23: Salary Negotiations

Ex 24a: Job Offer Negotiations: Joe Tech and Robust Routers

Ex 24b: Job Offer Negotiations: Jane Tech and Robust Routers

Ex 25: The Employee Exit Interview