

DAY 4

Making Ration Decisions in Negotiations

Getting To Yes by Fisher and Ury in 1991, 1991, 2011

Objective: It should produce a wise agreement
It should be efficient
It should not damage the relationship between parties

Wise = Fair, because if not fair, parties will renege
It should meet the interest of both parties

Steps Prepare, prepare, prepare, including your BATNA

Separate the people from the Problem

Focus on Interests, not Positions

Invent Options for Mutual gain

Objective Criteria

The Jacket: Handout Pair a Team of buyers with a Team of sellers
(If ten team, 5 buyer teams with 5 seller teams)

Close with either:

<p>Closing A: Improving your Decision Making Skills Michael Roberto TED: The Devil's Advocate, March 2018 https://www.youtube.com/watch?v=f5-a9Bhhbng</p> <p>Workshop</p>
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11:00	<p>Closing B: Guest ???</p> <p>Improving your Decision Making Skills Michael Roberto TED: The Devil's Advocate, March 2018 https://www.youtube.com/watch?v=f5-a9Bhhbng</p> <p>Workshop if time permits</p>
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