

REAL WORLD NEGOTIATION ASSIGNMENT

Your task is to go out there (bravely) into the dreaded “real world,” negotiate for something, and write a paper about it. You can choose or create an opportunity to negotiate something for which you might normally not negotiate or for which you did not intend to negotiate at this point in time. Completed negotiations from the recent or distant past are not eligible.

A wide variety of contexts and potential transactions are fair game, including but not limited to retail consumer encounters, landlord-tenant interactions, personal or family conflict situations, disputes with teachers, fellow students, law enforcement officials, university administrators, etc. A job negotiation is okay if it is going to start and conclude between now and the due date for this assignment.

The key requirement is that the situation is real with actual costs and outcomes turning on the encounter (although the magnitude of costs and benefits can be relatively small).

Your essay about the experience should, at a minimum, address:

- how you prepared for the negotiation;
- what happened (but don't let narrative detail crowd out analysis);
- how you felt during the interaction;
- what the outcome was and whose interests were served;
- and especially, why things turned out as they did.

Include in your essay a critique of your own performance in the encounter: What could you have done differently to produce a better outcome?

In reading and evaluating these papers, I emphasize analysis over narrative. Tell me what happened, yes, but probe the reasons why the encounter went as it did using ideas and concepts about the structure and process of negotiation from the course. Think about the type of negotiation you are discussing and how it differs from other situations considered in this course and elsewhere. Don't just identify tactics; say why and analyze their appropriateness. I will also look for evidence that you prepared for your “adversary” deliberately and thoughtfully. You will be graded not on the outcome of the negotiation itself, but on the quality of your analytical insight (using concepts developed in the course) into the process that occurred.

- Details:**
- LENGTH: Please limit the length of your paper to roughly 1000 words.
 - FORMAT: Double-space with font size ≥ 11.
 - MEDIUM: Submit electronically - email me a Word attachment (doc or docx) with filename that is your last name only (e.g., *Lipshitz.docx*).
 - DEADLINE: Due **Friday, November 11 at 3:00 pm**.

Honor Note: It is a violation of the OGSM Honor Code to submit a paper describing an incident that did not occur or misrepresenting what transpired in the encounter.

Grading: See next page for the form I will use to evaluate these papers.

MGT 448
Real World Negotiation Paper Feedback

Name: _____

Below are my judgments about the quality of individual elements of your paper. See my email to the class for general comments about how I evaluated this assignment.

	<i>trivial</i>	<i>light</i>	<i>okay</i>	<i>solid</i>	<i>exceptional</i>
Preparation for the negotiation:	1	2	3	4	5
Narrative (appropriate details):	1	2	3	4	5
Cognitive/emotional reactions:	1	2	3	4	5
Depth of conceptual analysis:	1	2	3	4	5
Use of course concepts:	1	2	3	4	5
Quality of expression:	1	2	3	4	5
Discuss what would do differently:	minimally	somewhat	meaningfully		
Goes beyond the obvious:	not much	somewhat	substantially		
Paper appropriately formatted:	yes 0	mostly -1	deficient -2		

SCORE (30 Maximum): _____