

Journal Assignment #3  
Assigned Session 11  
Due Session 14

1. Please characterize your style as a negotiator (competitive, cooperative, etc.) To what extent do you think your effectiveness is a function of style.
2. What did you learn about multi-party, multi-issue negotiation from the Harborco simulation?
3. Do you agree that negotiation styles are correlated with gender? How, if at all, should you take such a correlation into account in actual negotiations?
4. What responsibilities of a facilitator would you, personally, have the hardest time handling? Why?
5. What did you learn from when, and how to use facilitation from the dirty stuff simulation?