

11.255 Negotiation and Dispute Resolution in the Public Sector  
Professor Lawrence Susskind

**Journal Assignment # 1**

Assigned Session 4  
Due Session 7

1. What do you think your strengths are as a negotiator? What about your weaknesses?
2. Describe your experience in the Appleton-Baker simulation? What did you learn about negotiations from the simulation? What did you learn about your style? What advice do you think Fisher and Ury would give you?
3. Describe the dynamic of creating and claiming value. Do you expect it to be harder for you to create or claim value? What strategies will you try to increase your effectiveness?
4. Describe a public dispute that is of interest to you or that you have been involved in. Who are the key stakeholder parties? What are their interests? Who are the key elements of the conflict?
5. What was your reaction to the chapter from the Shapiro book? Do you favor aggregation, deliberation or some other approach to “finding” the public interest?
6. What are your reactions to the first three chapters of Breaking the Impasse?