11.011 The Art and Science of Negotiation
Spring 2006

Problem Set Two

Due Session 19

This problem set asks you to analyze your experience in a negotiation. To do
well you will have to reflect carefully and analytically on your experience, assess
the significance of different factors, and reason about the implications of this
experience for future negotiations. In this way the write-up for Problem Set 2 will
resemble the one you did for Problem Set 1. You may want to make notes as
you go through the negotiation to help you reflect thoughtfully and accurately on
your experience. Problem Set 2 focuses on analyzing interests and tradeoffs,
the factors that shaped your effort to create value in the negotiation, and, in
particular, how you managed the tension between value creation and distribution.

A) In Part A you should analyze your preparation for the negotiation. You
   may want to answer questions like: What were the key issues in preparing
   the template? How would you compare your own analysis with your
   interaction with your counterpart? Did they interfere or help? What the
   scored template useful? In what way? Did anything surprise you?

B) In Part B you should analyze your ability (individually and jointly) to create
   value in the negotiation. You may want to analyze how well the template
   addressed your interests, what other factors shaped your ability to
   understand and pursue your interests, and what factors (the tension with
   value distribution . . .) shaped your individual and joint ability to
   understand and pursue your interests. It may help to look back with your
   counterpart and see where the opportunities for creating value were,
   whether you understood them, and what shaped your ability to pursue
   them. It may help to look at your ability to generate options and how you
   managed commitment. Don't answer these questions point-by-point, but
   do frame and address a set of questions that get at what was significant
   about your negotiation.

C) Finally, in Part C summarize your analysis and then articulate and discuss
   its implications for action.