

# **Kennedys' Simulations For Negotiation Training**

3rd Edition

GAVIN KENNEDY and FLORENCE KENNEDY

GOWER

# Contents

<i>Preface</i>	<i>ix</i>
<i>Acknowledgements</i>	<i>xi</i>
<i>Index of Skills</i>	<i>xiii</i>
<i>Index by Subject</i>	<i>xv</i>
<i>Symbols</i>	<i>xvii</i>
<b>Chapter 1 Introduction</b>	<b>1</b>
Negotiation Simulations and Case Studies in Training	1
The Subject of This Collection	1
Who This Collection is For	2
Training Methods	3
<b>Chapter 2 How to Use the Collection</b>	<b>5</b>
Using Simulations	5
Brevity of the Simulations and Case Studies	6
Grading the Simulations	7
<b>Chapter 3 How to Prepare a Simulation for Negotiation</b>	<b>11</b>
Introduction	11
What are the Interests, Issues and Range of Positions?	14
What Data are Relevant?	14
What Do We Want?	15
How Important is Each 'Want'?	15
Negotiator's Range	18
What Might the Other Negotiators Want?	22
Getting Ready to Debate	26
<b>Chapter 4 Training with Simulations and Case Studies</b>	<b>27</b>
Introduction	27
Trainer's Notes	27

	Controlling a Simulation	28
	Evaluation and Feedback	29
	Participants as Observers	34
	Using Observers	36
	Training by Using Case Studies	39
<b>Part 1</b>	<b>Basic Simulations</b>	<b>43</b>
	1 The Car Sale	45
	2 Agency Paperwork	55
	3 Commodities Trade	67
	4 Late Delivery	81
	5 Terms for Therms	89
	6 Right of Way	97
	7 Professional Fees	107
<b>Part 2</b>	<b>Intermediate Simulations</b>	<b>115</b>
	8 Hospital Data	117
	9 Mine Pumps	129
	10 Offshore	137
	11 Stock-Out	149
	12 Surgical Agency	157
	13 Hancock Hotel	165
	14 Consultants	173
	15 Fashion	181
	16 Rooms to Manoeuvre	189
	17 M48 Site	197
	18 Change Management	205
<b>Part 3</b>	<b>Advanced Simulations</b>	<b>213</b>
	19 Power Plant	215
	20 Inward Investment	223
	21 Protective Clothing	231
	22 Ratho Business School	239
	23 Best and Final Bid	249
	24 IMP	259
<b>Part 4</b>	<b>Negotiation Case Studies</b>	<b>271</b>
	Introduction	273
	How to Use the Case Studies	274

Conceptual Model for the Case Studies	275
1 Airport Runway	279
2 The Absentee Teacher	283
3 Water Dispute	287
4 Bank Charges	293
5 Lasers	299
6 The New Processor	303