

Workshop: Negotiations - Role Play #2

Negotiating – Painting the New Office

Place yourself in the following situation. Your department is moving to new offices. You are to share an office with a colleague with whom your job requires frequent contact. You and your office partner have been asked to jointly decide on the colour and decor of your new office. You have a strong preference for blue, your office partner for yellow. You strongly dislike yellow.

Norking in gatisfaction.	groups, list at least Quantity of ideas	ten ways tha is more impo	t this problen ortant than pra	n could be soly acticality (i.e. b	ved to your orainstorm).

2. After your workshop leader has compiled a composite list of ideas, review this list and



ans	swer the following questions:
a)	How many of the ideas result in one party's position ultimately prevailing over the other's?
b)	How many of the ideas result in neither party's position being substantially satisfied?



Review the ideas which involve substantial compromise on the part of one or boparties. What consequences do you foresee if any of these ideas are chosen?
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