

15.665 PRE-EXERCISE DIAGNOSIS (Due Weekly)

15.665 Power and Negotiation Sloan School of Management

Use the Pre-Exercise Diagnosis Survey to evaluate the negotiation situation, your own aspirations, and those of your counterpart(s). Remember preparation is the hallmark of a successful negotiation.

One "Pre-Exercise Diagnosis Form" must be submitted by **1 pm on the day of every class** for which a simulated negotiation is scheduled. You should also **print or save a back-up copy of your pre-diagnosis assignment**, and bring a copy of your assignment to class with you for reference during the negotiation exercise.

Pre-exercise diagnoses should be 1-2 pages (500 word limit for two-party negotiations, 750 word limit for multiparty negotiations), and include the information below.

Name:

Exercise:

Your Role:

Questions:

1. * Evaluate the situation from your perspective (be specific; **Include and label** your aspirations, best alternative [BATNA], reservation point, sources of power/[strengths], sources of weakness/[concerns]. Include as appropriate emotions, options, standards, etc.)
2. * Evaluate the situation from your counterpart's perspective (be specific; **Include and label** your beliefs about your counterpart's aspirations, best alternative [BATNA], reservation point, sources of power/[strengths], sources of weakness/[concerns]. Include as appropriate your beliefs about your counterpart's emotions, options, standards, etc.)
3. * Given your evaluation of the situation, what will be your opening move/first strategy? Why? How do you expect your counterpart to respond? What will you do next if your counterparts acts as expected vs. counter to your expectations?

*Required Question

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4. *Reflect on the previous, in-class negotiation exercise or a recent real-life negotiation (a negotiation from the past week during which you employed concepts from the course or readings). Take aways: What went well and why? Did anything unexpected happen? What, if anything, would you do differently next time?
5. [Note: After reflecting, you may want to revise your answer to question about your opening move/first strategy for the upcoming exercise]