

Coalition Exercise - Instructor's Note

You will wish to have read the chapter on this wonderful game in Howard Raiffa's book the Art and Science of Negotiation. This game, possibly the single best role-play of all negotiation training materials, lends itself to skilful planning and use in many different ways. You will certainly wish to experiment playing it "straight" as Raiffa anticipated. I however tried also to teach some lessons about real life.

In my case I usually taught it after Telemachus, making sure that the A, B and C roles reflected the previous role assignments. Thus Bill became A, Shataya became C and so on. Then I let each role prepare, IN CLASS—but alone together for their part. I would make sure that the A's were away from the B's and the C's—and then I would get the B's and C's together (in their respective pairs) for five or ten minutes before the A's found their respective triad. The triads would of course be the same people playing together as in Telemachus.

Preparing alone together the A's often become arrogant and also greedy. Depending on what happened in Telemachus some might have been a bit chastened but often the effect of the previous role play was to make the A's more aggressive.

The B's and C's, getting together would sometimes feel guilty and hang back until A got there. But often they would form an unshakable coalition.

Be sure to leave enough time to debrief both role-plays, either at the end of this class, or after you return the journals about the class, or both.