

STRATEGO AERO III

Mediation

General Instructions

Dana Idris talked with a number of people in corporate headquarters and again with Sandy King and Chris Harding. As a result Dana took off for the new plant in the southwest to talk with Sandy and Chris together.

As you prepare for the mediation to come, please think about several questions:

- Will Dana be a "neutral" mediator? Do the readings on mediation and caucusing apply to managers as they act as third parties?
- What are the power dynamics here? What kinds of power, if any, does each person have? How should your character use his or her own power and how will your character estimate and react to the power of others?
- What kind of bargaining situation is this? What would your character like it to be?
- How should your character use the analytic tool set forth in Christopher Moore's chart on Conflicts and Possible Interventions?

You should prepare your character for the mediation, using the readings, the Moore chart, and all your negotiation skills. You will have 30-40 minutes for this mediation. Please be prepared at the end to present briefly what happened at your mediation. In this case you should go where your character leads in any realistic direction (short of violence!). You may, if you like, prepare together with any other student who has the same character; as always, please do not share your private instructions with anyone else.