

**Technology Policy Negotiations and
Dispute Resolution
ESD.933 – Session 13**

Concluding Session

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Course Overview

A: Negotiations and Dispute Resolution – An Introduction

- Introduction
 - “Parker-Gibson” (Bi-Lateral, Single Issue)
- Strategic Negotiations and Interest-Based Bargaining Principles
 - Interactive Exercises and “The Bargaining Game” (Multi-Person, Single Issue)
- Dispute Resolution Systems and ADR
 - “Unfair Discharge?” Exercise

B: Core Concepts

- Five Phase Model and Communication Skills“
 - The Training Conflict” (Bi-Lateral, Single Issue) and Guest Speaker (Toni Robinson)
- Information Exchange and Feedback
 - “The Performance Interview” (Bi-Lateral, Multi-Issue)
- Rules of the Game
 - “The President’s Council on Bio-Ethics” (Multi-lateral, Multi-issue)

Course Overview (cont.)

C: Organizational and Policy Context

- Cross-Cultural Negotiations
 - Interactive Exercises
- Regional Economic Development and Public Investment
 - “Phoenix, Part I” (Multi-lateral, Multi-issue)
 - “Phoenix, Part II” (Multi-lateral, Multi-issue)
- Labor Markets – Recruitment/Job Search
 - “The Job Interview” (Bi-Lateral, Multi-Issue)

D: Integration

- Negotiations/Dispute Resolution Systems Case Studies
 - Student Team Presentations, Part I
 - Student Team Presentations, Part II
- Practitioner Panel
 - Open-Forum Panel Dialogue

Dispute Resolution Systems Case Studies

- Federal Energy Regulatory Commission
- Harvard and MIT
- The International Space Station (ISS)
- JR and NTT in Japan
- DOE and SEER 13
- Children's Hospital, Boston
- US Department of the Interior
- Raytheon
- US Air Force Academy
- Private IT Company
- Military Morale, Welfare and Recreation organization
- Telecom Industry
- IEEE Standards Association
- Construction Industry