

# **Last Assignment: Negotiation Take Aways**

## **15.665 Power and Negotiation Sloan School of Management**

- I. Negotiation Take Aways as Corporate Capability (1-2 pages, double-spaced)
  - A. Select and Industry, Firm or Job
    - i. Select an industry, firm or job of interest
    - ii. Describe one (1) typical negotiation situation in that industry/firm/job.
      1. What are the characteristics of these negotiation situations in terms of their distributive/integrative potential, emotional content, likelihood of future interaction with counterparts, etc.
      2. Are these negotiations likely to be with counterparts that are internal and/or external to a firm, teams, etc.
    - iii. Develop a set of recommendations for a one or two-part negotiation training curriculum in that industry, firm or job
      1. Your recommendations should include
        - a. Key take aways and negotiation concepts from the course (cite sources) that will be important in your context
        - b. Exercises and/or reading material (articles, books) for the training seminar
      2. Your recommendations may include
        - a. Exhibits such as templates for analyzing a particular type of negotiation or negotiation guidelines for people in that industry/firm/job to follow. (You may put exhibits in a table that will not count toward the page limit.)

This assignment will count toward your class participation.