Assignment#3

If you were unable to complete the live exercise with your partner(s), please tell us what happened that prevented you from completing the activity. Then complete the assignment using the format described below.

Your assignment is to write an 800-1000 word “blog-post” style article that outlines and explains your thinking on the assigned topic. The topic includes questions to get you started in your thinking, but feel free to expand beyond those in your writing. Your answers can be rooted in your own experience and/or the experience of others. You must tie these experiences to something you’ve read for class or that we have discussed the live sessions and you must cite these works.

Groups and organizations often have members who want different things. Their members need to negotiate to arrive at agreements so that they can move forward.

* What makes negotiations difficult?
* What makes for a successful negotiation?

Please provide as much detail as you can.