



(10 points) 2. In Case #1 in your text, two phases of negotiation went on between the Massachusetts Water Resources Authority (MWRA) and the Medical Academic and Scientific Community Organization (MASCO). In phase one, MASCO believes it gained as much as MWRA and their gains significantly exceeded their BATNAs. However, in phase two MASCO concluded after the agreement that it was only slightly better off than its BATNA and questioned whether the negotiation was useful. MWRA believes it gained significantly from the second negotiation. Using the mutual gains model please illustrate the ZOPAs for each phase.

a. Phase One

b. Phase Two

(5 points) 3. You consider yourself to be an outstanding negotiator. In fact, U.S. corporations pay you to assist them in resolving environmental disputes with special interest groups like the Sierra Club. But a recent failed negotiation has caused you to second guess your approach to these negotiations. Please discuss two negotiating shortcomings that could possibly weaken your ability to maintain your professional reputation. You want to improve; you are not satisfied with being “merely effective.”

(10 points) 4. Why might constrained and unconstrained worldviews be on opposite sides of environmental issues?

(10 points) 5. What is the Nominal Group Technique and why is it a useful tool in the facilitator's toolkit? In your answer be sure you list the steps used in this procedure.

(5 points) 6. Why would a person holding to a biocentric worldview struggle with another person's anthropocentric worldview that gives living organisms instrumental value?