

Coalition Exercise

Questions for Reflection

- What was the effect of the previous negotiation---what effect did your role-playing in Telemachus have on the outcomes in Coalition? If the instructor got the B's and C's together for ten minutes before the A's got there, what was the effect of having the two weaker parties have time together alone? If the Bs and Cs did not together ahead---what WOULD have been the effect of their having been able to do so? *Note:* there may be paradoxical effects.
- There are many sources of power; one can easily over-rely on positional authority. *In fact ...who has the most power in this game and why?*
- Coalitions do not take long to build, especially in the presence of any strong emotions. And they can "crash" very quickly as well.
- Coalitions are rarely stable and need constant attention. Stay in touch!
- There are many opportunities to play a mediating role.
- *There is a financial reward to being able to form an effective coalition, that is, a value to "coalitionness."* The ability to form alliances and to de-stabilize the alliances of others, by itself, is a source of "value," and power. It is an important illustration of the power of rewards, and sanctions, and relationships. So, in real life, C has more than 3 points of power, as Howard Raiffa's analyses show in his book Art and Science of Negotiation.
- What happens if you commit to one party, when a third party is also involved, and if you do not negotiate the "exclusion" with the third party? What are the effects of exclusion? (including possibly a feeling of humiliation.....)