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July 3, 2019

FNR6061

Constraints and Opportunities for Collaboration

Developing a BATNA – Best Alternative to a Negotiated Agreement

**BATNAS- Principled Negotiation**

1. **Separate the People from the Problem**

People- separate the people from the problem. The participants should see themselves as working side by side attacking the problem, not each other

1. **Focus on Interests, not Positions**

Interests- focus on interest, not positions

**Identify where stakeholders’ interest overlap and where they depart**

1. **Invent Options for Mutual Gain**

Options- Generate a variety of possibilities for mutual gain before deciding what to do

1. **Insist on Using Objective Criteria**

Criteria- Insist that the result be based on some objective standard

**Barriers to agreement**

**One side having more money or power than the other**

**Mutual Gains**

“There is power in developing a good working relationship between the people negotiating.” (Fisher and Ury)

**If the parties were to enter negotiations**

**Parties Incentives to collaborate, to compete, to learn**

Expanding the pie

Nonspecific compensation

Logrolling

Bridging

Fractionation

Cost Cutting

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Stakeholder | Environment | Individual Rights | Tourism | Business |
| State of Florida (responses from interviewed not yet received) | X | X | X | X |
| City of Gainesville (responses from interviewed not yet received) | X | X | X | X |
| Residents for the straw ban | 4 | 2 | 2 | 3 |
| Residents against the straw ban | 3 | 4 | 2 | 4 |

Table 1- Based on getting some interviews back, 1 is not interested and 5 is very interested

From interviews and research on the conflict, different stakeholders, issue analysis, etc., you should think about potential opportunities for mutual gain, if the parties were to enter negotiations. In addition, the assessor should also note potential obstacles to reaching agreement. These might include issues where mutual gain does not seem possible (e.g., strongly held, mutually exclusive opinions on the same high-priority issue), deeply entrenched positions, etc.  Think about the parties’ incentives to collaborate, to compete, to learn. What do you think are or could be the parties’ BATNAs? What are the mutual gain options (opportunities for mutually beneficial improvements), such as expanding the pie, nonspecific compensation, logrolling, bridging, fractionation, and cost cutting (if applicable)?