Moreno, Melissa

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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

This is a very useful principled negotiation. If the City of Gainesville separated people’s feelings from the problem, they might be better to able to work together. Each side will feel that they are not being attacked, and each side will have their concerns aired out without judgement.

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

The interest of the stakeholders might overlap in areas of keeping sustainability in Florida. All the parties have an interest in keeping beaches and public places free of single-use plastic straw pollution. It is better for all the parties to focus on their main interests, instead of their positions. Until I receive all of the interviews, I won’t know the level of interest that the environment has exactly on each stakeholder, but in general there is an interest in keeping pollution out of public areas.

1. **Invent Options for Mutual Gain**

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

For the City of Gainesville, there might be a way to create mutual gain with the residents that are against the straw ban, by creating programs to access straws. Maybe some options they could give is for any disabled person, to send them a reusable straw. For restaurants it might be beneficial if the City of Gainesville offered a tax incentive to have compostable straws instead of single-use plastic straws. This could help create a mutual gain for all parties interested in the straw ban.

1. **Insist on Using Objective Criteria**

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

Aside from taking people’s feeling out of the equation, it would also be beneficial to use objective evidence for the single-use plastic straw ban. If the City of Gainesville, if they vote that they are for the straw ban, provides some statistics or information materials so that people can know the full impact that the straw ban will have on restaurants, residents, and the environment.

**Barriers to agreement**

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

This can be especially true for residents of Gainesville that are for the straw ban. These residents are environmentalists and might be associated with the University of Florida that can have quite a lot of power. The residents of Gainesville that are against the straw ban are likely elderly or disabled and might not have the same campaigning resources that the residents for the straw ban have.

**Mutual Gains**

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

1. **If the parties were to enter negotiations**

If the parties were to enter negotiations, it is important to establish a good working relationship. As long as the parties respect each other’s concerns and put aside people’s emotional feelings, they should be able to find a resolution.

1. **Parties Incentives to collaborate, to compete, to learn**
2. Expanding the pie - identifying additional value to add to the deal, additional to the initial target or desire

If the City of Gainesville, if they vote for the straw ban, adds additional value to the straw ban, more people will be inclined to be for the straw ban. Some additional value to the straw ban could be how residents will be helping with keeping Gainesville the forefront of being “green”, or environmentally conscious. This might be appealing to a lot of residents since it will boost the value of the city in the eyes of tourists and other Florida residents. If the City of Gainesville advertised this perspective more people will likely be shifted to approve of the straw ban.

1. Nonspecific compensation

I did mention a nonspecific compensation earlier in the paper, on how the City of Gainesville could provide free reusable plastic straws to the elderly and disabled residents. This would provide a mutual gain of knowing that people will not be complaining that they do not have access to straws, since they will have their own, and they will also not contribute to producing more plastic waste.

1. Logrolling – the practice of exchanging favors, especially in politics by reciprocal voting for each other's proposed legislation

I’m not sure if this will be something that will come up on this issue. There are some politics involved, but I don’t know is this is applicable to my case study.

1. Cost Cutting

Some cost cutting that could ultimately happen would be if the straw ban is implemented the City of Gainesville will not have to spend as much money cleaning public areas. If the City of Gainesville gives a tax incentive to the restaurants, this will also provide cost cutting services for going “green”, that will allow restaurants to stay afloat.

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| --- | --- | --- | --- | --- |
| 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