

Putting it all together  
Multiparty negotiations

# HarborCo

## HarborCo

### Negotiating Public Decisions

- Read instructions
- Negotiate
- Discuss outcomes

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## STRUCTURE OF THE SIMULATION

- GROUPS OF 6 PARTIES EACH:**
  - HarborCo - Federal DCR
  - Environmental League - Governor
  - Union - Other Ports
- COMMUNICATION RULES**
  - ONLY WITHIN THE GROUP OF 6
  - NONE BETWEEN GROUPS
  - QUESTIONS?

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## STRATEGIZING

- After reading the instructions, answer 2 questions within your role:
  - What are your *objectives* for this game?
  - What is the plan for meeting these objectives?  
**Remember:**
    - Objectives are rooted in *interests* (slow to change)
      - → Hold on to objectives unless you discover a mistake
    - Strategy = set of moves contingent on what others do
      - → Think in "if... then..." terms
      - → Be prepared to adapt your strategy to the unfolding situation

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## Voting Procedure

- DO NOT INVENT OPTIONS!
- HarborCo keeps track of proposals, records votes
  - First formal vote after 10 minutes
- Votes are simultaneous, by raising hand for YES
- Votes may be called by anyone, any time
- Proposals are recorded by option numbers, e.g. initial HarborCo proposal:  
**1 1 4 1 5**

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## Proposal Format

1 2 2 1 3  
means OPTION

- #1 for Industry mix (primarily dirty)
- #2 for Environment (maintain & repair)
- #2 for Employment rule (union quota 2:1)
- #1 for Federal loan (\$3 billion)
- #3 for Compensation (\$300 million)

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## Outcomes

- 55 agreements are possible
- 9 agreements can be unanimous
- Highest score in role for some agreement:
  - HarborCo 77
  - Environmental League 100
  - Union 90
  - Other Ports 64
  - DCR 100
  - Governor 77

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## Game Results, 2009

Group	Ind Mix	Envir	Emp Rule	Fed Loan	Comp to Other P	TOTAL
1	2	3	2	2	4	max pts
2						
3						
4						
5						
6						

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## Game Results, 2008

Group	Ind Mix	Envir	Emp Rule	Fed Loan	Comp to Other P	TOTAL
1	2	3	2	2	4	max pts
2	1	3	2	2	3	
3						
4						
5						
6						

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## Game Results, 2007

Group	Ind Mix	Envir	Emp Rule	Fed Loan	Comp to Other P	TOTAL
1	2	3	2	2	4	max pts
2	1	3	2	2	3	
3						
4						
5						
6						

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- ## Simulation elements
- multi-party
  - multi-issue
  - real conflict in the public domain (public interest, complexity)
  - environmental aspects
  - representation
  - time pressure
  - scorable for comparisons (limits creativity in crafting alternatives)

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- ## Some key decision elements
- Preparing (BATNA, goals, etc.)
  - juggling large amount of information
  - identifying beneficial tradeoffs
  - framing arguments, persuading
  - understanding the others
  - sharing/withholding information
  - coalitions
  - when to say yes/good is good enough

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## Discussion

- Outcomes – highs, lows
- Strategies for each role (especially Other Ports – Chicago story → get on bandwagon if you are losing)
- Coalitions (fragile)
- Dynamics – Harborco leading process (don't give away your own points to get consensus)
- Voting vs. other ways of making joint decisions
- Deal in packages

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## Discussion (cont.)

- BATNA role
- Pre-negotiation analysis
- Advantages and disadvantages of revealing interests/bluffing
- Caucusing
- Getting to yes principles
- Power – where did it come from?

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*The whole problem with the world is that fools and fanatics are always so certain of themselves, and wiser people so full of doubts.*  
Bertrand Russell

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*I know I am among civilized men because they are fighting so savagely.*  
Voltaire