Week 3:

Open this folder to view this week's reading(s).

**Chapter 5 and 6 of Working Through Conflict**

**Case 5.3 The Creativity Development Committee**

**Case 6.3 The Controversial Team Member**

Question 1 :

Why is "face giving" the move of a powerful negotiator?

Question 2:

In light of the text and lecture, why is power dependent on others?

Week 4

**Introduction and Womens Hotline Case**

**Chapter 7 and 8 of Working Through Conflict**

Why is understanding climate important in managing conflict?

Week 5:

**Chapter 9**

Chapter 9 - Third Party Intervention

Case 9.1 - Organizational Co-Heads

In the Domenici - Littlejohn mediation model, if you could only use 2 steps out of the four, which two would you use?

Regarding case 9.1, if you were a third party mediator, how would you initially approach Megan and Sarah - together or separately?