

Negotiation Teaching Materials

December 2016

The Co-Worker - Overview

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Recommended Citation

Hilbert, Jim, "The Co-Worker - Overview" (2016). *Negotiation Teaching Materials*. 16.
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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

“The Co-Worker”
Getting What You Want and
Improving Relationships at the Same Time

Overview

This is a simple negotiation scenario designed for adults who have not had formal training in negotiation. The scenario involves a relatively common and straightforward situation where someone would like help from a co-worker on a project. The situation is a little complicated because there has been conflict between the two workers in the past, and the task involves extra effort and staying after work hours. The exercise includes worksheets for identifying the interests of both parties and for brainstorming possible ideas that could be part of an agreement. The in-class time for the exercise is approximately one hour. *See Instructor Notes & Background for more details.*

Skills Addressed: Negotiation, Conflict Resolution

Target Audience: General Community

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Source: Dispute Resolution Institute, Mitchell Hamline School of Law

NOTE: These simulation materials are available at no charge to instructors who wish to use the materials for teaching. To access the other related documents for this simulation, please contact [Jim Hilbert](mailto:Jim.Hilbert@mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.