

SIMULATION GAME FOR CONTRACT NEGOTIATIONS

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ABSTRACT: Negotiations are an important activity for engineering managers, but they have received little research or educational attention. An educational simulation game of negotiations in a typical civil engineering context is described in this paper. Experience with the game demonstrates that negotiating skills can be improved. Agreements reached by participants in the game are often inferior in the sense that changes could make both parties better off; identifying mutually advantageous agreements and changes should be an important component of successful negotiations. The game can be used by educators or professional groups.

INTRODUCTION

Engineering managers often find themselves as participants in negotiations, either as principal negotiators or as expert advisors. These negotiations can be complex and often present important opportunities and risks for the various parties involved. For example, negotiation on work contracts can involve issues such as completion date, arbitration procedures, special work item compensation, contingency allowances as well as the overall price. The skill of a negotiator can greatly affect the possibility of reaching an agreement, the profitability of the project, the scope of any eventual disputes, and the possibility for additional work among the participants. Thus, negotiations are an important task for many engineering managers.

In this paper, some basic negotiating principles are reviewed and an educational simulation game of negotiation is described. The game involves a structured contract negotiation for the construction of a new gas pipeline. Each participant plays the role of either the owner utility or a contractor. While many negotiating games exist, this game is designed to incorporate the specific issues encountered by civil engineering managers. More generally, this one is intended to aid in the education of civil engineering managers and to provide a laboratory setting to test different negotiating strategies.

Numerous normative and empirical studies of bidding competitions have appeared in the literature (Carr 1987; Park 1966). Studies of negotiations have appeared for other contexts such as labor contract or international treaty negotiations (Raiffa 1982). Despite their importance, however, negotiations have been rarely studied in the civil engineering domain. As an exception, a recent paper describes nonverbal communication among

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include papers of the International Engineering Congress Chicago 1893 v 54 includes papers of the International Engineering Congress St Louis 1904 *Diplomacy Games* Rudolf Avenhaus,I. William Zartman,2007-05-11 In this book leading experts in international negotiations present formal models of conflict resolution and international negotiations Besides the description of different models and approaches the book answers three questions How can the abstract concepts and results of rational choice theorists be made more understandable and plausible to political and social scientists not trained to work with formal models What can be done to encourage practitioners to use not only simple but also mathematically advanced approaches in their analysis of real world negotiation problems How can practitioners e g politicians and diplomats become interested in take into account and apply formal models of their more important problems

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issues and what issues are raised by the privatization of justice The articles span both the science and art of dispute resolution consider the relationship of peace to justice and include both empirical descriptive and normative prescriptive assessments of how these processes of dispute resolution function

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Liberty, Games and Contracts Malcolm Murray,2016-05-06 Jan Narveson is one of the most significant contemporary defenders of the libertarian political position Unlike other libertarians who typically defend their view with reference to natural rights or an appeal to utilitarianism Narveson s main contribution has been to offer a philosophical defence of libertarianism based on a Hobbesian individualist contractarian ethic Critiques of Narveson s contractarian libertarianism fall into three categories those that reject contractarian moral theory those that reject any link between contractarianism and libertarianism and those that accuse libertarians of conflating liberty with property In this book Malcolm Murray brings together the most significant of Narveson s critics and presents their work alongside replies by Jan Narveson

International Negotiations: A Bibliography Amos Lakos,2019-02-22 The international system comprises a plurality of sovereign states often pursuing conflicting interests One means of resolving or managing conflicts between those states is diplomatic bargaining or negotiation In the last fifteen years the study of negotiation has attracted researchers from various disciplines in the social sciences and the vol

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elements and processes what major issues and challenges it faces and its impacts on international relations As a major catalyst of global dynamics negotiation is used to resolve conflicts and promote cooperation peacefully It is important to understand how it works First the book analyzes the principal factors that interact to move the negotiation system forward the issues and context actors structures strategies and outcomes Then the discussion considers the four basic subprocesses of international negotiation getting to the table conducting negotiations developing implementation plans and continuing negotiations in the post agreement period Relevant research is presented in each chapter to elaborate on these dynamics and offer case studies of negotiations addressing intrastate conflict the environment terrorism anti corruption and good governance and post agreement issues In addition the book examines major conflictual conundrums currently facing the world in the Middle East and Ukraine to explore opportunities for negotiated solutions Providing a solid mix of theory research and real world cases that offers readers a comprehensive appreciation of the field and how it is used on a practical level this is an excellent basic text for courses on international relations peace studies conflict resolution and international negotiations and a useful resource for researchers policymakers and practitioners

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