

# [Simulation planning document](https://assignbuster.com/simulation-planning-document/)

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Simulation Planning Document Question Exercise i. Mediator Role Having in mind that both parties are involved in the dispute as a mediator it would be important to:   
a. Get information from each party about their real interests from the case   
b. Understanding the case and thinking of the best solution to offer   
c. Setting a date for the hearing to be conducted between the two parties   
d. Providing a satisfying solution to both parties after the hearing   
Exercise ii. Plaintiff Role   
a. Approaching the mediator   
b. Gathering the relevant documents to file a claim using them   
c. Explaining to the mediator the interests’ one need   
d. Informing Pollard about the case   
e. Making an agreement on the date of the hearing and how to conduct them   
f. Presenting claims   
Exercise iii. Defendant Role   
a. Getting relevant documents such as agreements initially signed   
b. Look for witnesses   
c. Agree on the date of hearing the case   
d. Present the defense.   
Question 2   
Exercise ii   
BATNA- Compensation for $5000   
Reservation price- $2400 (to be saved as the security deposit)   
Target- creating a good rapport with other tenants.   
Exercise iii   
BATNA- Maintain good reputation.   
Reservation- Harper having back the job.   
Target- Harper being fired officially   
Question 3   
Exercise ii   
a. Defending her decision to move out   
b. Claiming the two-month security deposit   
Exercise iii   
a. Defending his case so as to clear the bad reputation   
b. Getting the job back after the solution   
c. In case he does not need the job back he can claim for compensation   
Question 4   
Exercise ii   
BATNA- Compensation for being fired without notice.   
Reservation price- Get paid for that month.   
Goal target- having the job back.   
Exercise iii   
BATNA- Compensation for being exploited in deposit payments.   
Reservation price- Allowance for attending the case and being genuine.   
Goal target- Refund of the two months security deposit.   
Question 5   
Exercise ii   
I (Claimant). Pollard should have presented a prior notice before moving out of the apartment. She broke the agreement made during leasing. Pollard can use the two-month security deposit issue to overpower Pollard because it violates the city ordinances.   
Exercise iii   
(Opponent). I can use the good work record in the company as the source of power.   
Harper can use the ethnic background as his source of power since he has a good reputation of his work.   
Question 6   
Being able to prove my genuineness and openness in the case, the strategies that will be appropriate would involve; approaching the other party in a friendly way and try to make them see the truth and reality of my claim on the relevance of agreements (Kasper 2014 P. 23).   
Work cited.   
Kasper, Jochen. " Negotiation Management. A Case Study on Strategy Selection." 2014. P. 23. Print