

# Simulation planning document

Business



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

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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.

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### 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