

1. Consider a current conflict situation that you are involved in or that your organization is involved in.

- Describe the factual background of the conflict as clearly and objectively as you can.
- What are the primary issues in the conflict?
- Who are the parties? What are the "interests" and "positions" of the parties, as you understand them?
- What is the current approach to the situation?
- What might an alternative approach be?
- What dilemmas, puzzles, or questions apply to this situation?
- What is your ability to influence the outcome of this conflict?
- What can you draw from negotiation theory to help diagnose the case?

(If you did this kind of an essay for assignment#1, please consider doing a different question, or at least change the issue you analyze.)

2. Explain how leaders can negotiate with or influence "bad guys," such as rogue states like Iran or North Korea, or terrorist groups like Hamas or the Taliban. What levers of influence are available and how should they be deployed?

3. Take two leaders from the public or private sectors and compare/contrast their influence and persuasion styles, especially as they relate to their leadership acumen. You may consider presidents of the United States, members of Congress, or corporate executives—ok, even sports coaches.

4. Describe the best negotiator or mediator you have observed or read about, and how that negotiator/mediator exhibited negotiation and leadership skills.