

The main body of your paper should indicate

- who the major parties are in the negotiation;
- what the positive and negative choices are that they make during the negotiation;
- what the consequences of the parties' choices are; and
- how their choices reflect the concepts we have discussed in class.

The majority of your mark in your response papers will be allocated to your analysis of the negotiation techniques identified in the film and how they are effective or ineffective for the negotiating parties.