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*Negotiating Inside the
(Regulatory and Legal) Box*

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Overview



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Objectives




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Why?

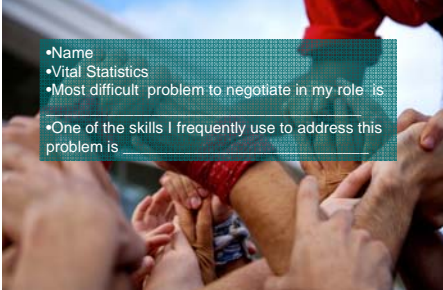


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Introduction



- Name
- Vital Statistics
- Most difficult problem to negotiate in my role is

- One of the skills I frequently use to address this problem is

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Report Back



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The measurements that many courts use for whether they're successful are whether or not they got the case done, and in a timely fashion. But I think you should add: did we get it done fairly? ...Fairness, it seems to me, means that you have a right to come to court and be listened to ... and you have a right to leave understanding what happened. You don't have a right to win, but you have a right to be listened to and to understand what is happening.

Judge Kevin Burke

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Substance/Process/Self




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Fostering Procedural Fairness



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Fostering Respect for System Participants



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Coupon Caper

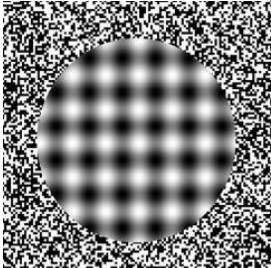


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Reflections



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Levels of Conflict



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This slide features the title "Levels of Conflict" and an image of an iceberg. The visible tip of the iceberg is small, while the much larger submerged portion is hidden below the water line, illustrating the concept of hidden or deeper levels of conflict.

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Characteristics of Worldview Conflicts




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This slide features the title "Characteristics of Worldview Conflicts" and an image of a doorway. The walls on either side of the doorway are covered in horizontal stripes of various colors (red, yellow, blue, white), representing different worldviews or cultural perspectives.

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Worldview Conflict Dynamics



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This slide features the title "Worldview Conflict Dynamics" and an image of the Great Pyramid of Giza in a desert landscape, symbolizing ancient or traditional worldviews.

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Increasing Capacity to Negotiate Across Worldviews



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This slide features the title "Increasing Capacity to Negotiate Across Worldviews" and an image of a colorful mosaic, representing the integration and negotiation of different worldviews.