APPENDIX S

A Trisolan Map: Getting to Yes Exercise

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Sample instructions for students

Once you have finished reading the assigned material from *Getting to Yes*, conduct the 'A Trisolan Map' exercise.

This exercise was designed to help you make the jump from understanding the innovative method you have learned to actually applying it -*before* you engage in our upcoming negotiation simulation or in any real-life negotiations you have going on in your life right now.

This exercise has the benefits of being ungraded, and a solo activity (as opposed to the simulation in which you will work with a classmate-counterpart). You will find yourself playing the role of a fictional character in a fictional world - having to make negotiation decisions that may seem very real. The point of the exercise is not to apply your own/old negotiation habits, savvy, or experience. Your job, as the negotiator in the scenario, is to analyze each situation you confront through the lens of the *Getting to Yes* model, and to **choose the path that is most in line with the *Getting to Ye*s approach**. At the end of the exercise, you will be presented with feedback which relates your actions to specific elements in *Getting to Yes.*

You can access the exercise here: **A Trisolan Map**

This is a new exercise, designed to jumpstart your ability for application, at this early point in the course. Once you have completed the exercise, please click on this link, which leads to a short survey in which I ask for your feedback on the exercise as a learning tool, so I can make sure it does its job!

Provide Feedback on A Trisolan Map

Your feedback is *very* important, as this exercise is still being tested out, working out kinks and bugs. Let me know behind-the-scenes if any of these arise as you work through the exercise!

[*One already-known bug: The program sometimes asks 'Would you like to resume where you left off?' whether or not you have conducted the exercise or not. Always answer* **'No'.** *We're still hunting the cause for that one down.*]