

Roy Weissman: CMN 6060 Negotiations, Mediation and Facilitation

Assignment: **The Alligator River Story**

This written assignment should be one page plus a citation page utilizing 12pt font size. Please number your responses to correspond with the question and do not repeat the questions in your paper.

THE SITUATION

Once upon a time . . . there was a man named Gregory who was in love with a woman named Abigail. Abigail lived on the shore of a river. Gregory lived on the opposite shore of the river. The river which separated the two was teeming with "man eating" alligators. Gregory wanted to cross the river to be with Abigail. Unfortunately, the bridge had been washed out.

So, he went to ask Marina, a river boat captain, to take him across to see the love of his life. She said she would be glad to, if he would pay three times the regular fare. He promptly refused and went to a friend named Vana to explain his dilemma. Vana did not want to be involved at all in the situation.

Gregory felt his only alternative was to accept Marina's terms. Marina fulfilled her promise to Gregory and delivered him into the arms of Abigail.

When he finally got across the river he told Abigail that she was worth whatever it cost to get to her. However Abigail then told him she was no longer interested in a relationship with him and that she had found someone else. Abigail then cast him aside in disdain.

Upon arriving home, heartsick and dejected, Gregory turned to Slug with his story. Slug, feeling compassion for Gregory, sought out Abigail and spread a negative rumor that caused her to lose her job. As the sun sets on the horizon, we hear Gregory laughing.

THE TASKS

1. If you were Gregory what would you have done differently to accomplish the objective of reaching Abigail? Cite specific negotiating techniques could you have used to create additional options? How could Gregory improve his POS? You can make some assumptions based on the stated behaviors of the characters in the story.
2. There are some elements of the story that may indicate that it's not all what it seems. For example why is Gregory laughing at the end? Please present some thoughts on each of the characters and explain their possible motivations for their decisions.
3. The story has five characters: Gregory (the lover), and Abigail (the beloved), Marina (the sailor), Vana (the friend), and Slug (the aptly named). List (1 through 5) the characters in terms of **honor**, the most honorable first, the least honorable last, with an explanation of your reason for listing them in that order.