

SCHOOL OF URBAN AND REGIONAL PLANNING
Department of Geography and Planning

SURP-805

**Planning Methods: Negotiation
and Dispute Resolution for Planners**
Professor David Gordon
2022-2023

Queen's University at Kingston
COURSE OUTLINE

Draft July 24, 2022

Class Meetings: Mondays (11:30-2:30) and two Wednesdays (11:30-2:30) Sept 12-Oct 5th.

This four-week module will offer an overview of the rapidly-changing field of alternative dispute resolution, mainly within the context of public sector disputes. The purpose of this course is to help students to acquire knowledge of conflict resolution and consensus building techniques such as negotiation, facilitation and mediation, both in theory and in practice; and to develop hands-on skills in using these processes through role-playing simulations. The format of the course will include simulations, videos, lectures, and small group discussions.

Course Requirements

Warning! This course demands active participation in class and simulations (60%)! In addition to other assigned readings, attendance and participation in class will be very important. Please let me know in advance if you will miss a class or not be able to participate in a negotiation session. Your class participation will be evaluated for creative, informed classroom discussion (10%) and your score on the games (best 5 of 6 for 50%).

There will be a 6-8 page take-home quiz /essay, (40%) over the weekend at the end of the module.

Required Text and Readings

Fisher, R., W. Ury & B. Patton 2011. *Getting to Yes: Negotiating Agreement Without Giving In*. New York: Penguin Books.

This book is perhaps the most widely read work on negotiation. The paperback version is available for around \$23.00 at [Indigo](#), and at [Amazon](#); as a [Kindle](#) and many bookstores. It is surprisingly easy to read. You will be required to complete pages 3-125 by the second session, so you may wish to get started early.

There may be a short article to be read before some classes. Some of the games require you to review a couple of pages of background and think a bit before the class.

Course Materials

Most of the learning in this course will take place through simulations and negotiation exercises. Most of the material we will use for the simulations is from copyrighted sources such as the Program on Negotiation at the Harvard Law School and the National Institute for Dispute Resolution. The cost of the material will be

approximately \$30.00. Please pay the GPPL office by Sept TBA, since we have to order these before the next game.

Because these materials are copyrighted, you may not make copies. Typically, a simulation's materials include general instructions common to all parties and confidential instructions for each party. Do not show these latter instructions to or discuss the up-coming simulation with anyone other than your own partner playing the same role as you. Follow the instructions carefully, especially with respect to the issues that are open for negotiation, the items that may be included in a settlement package, and your own party's real interests. You are limited to the information given to you in the materials. Do not "make up" information, issues, or interests. Take the simulations seriously, come prepared to negotiate according to your instructions, and play your assigned role in good faith. At the same time, remember that everyone is playing a role; please do not take anything that occurs in the simulations personally.

PROPOSED SCHEDULE

<u>Session</u>	<u>Date</u>	<u>Topic</u>
1.	Monday. Sept 12 Noon-2:00 pm	Introduction (urban development charge) Simulation: "TBA"
2.	Monday. Sept 19 12:30-2:00 pm	Two-Party, Two-Issue Negotiations (affordable housing) Simulation: "TBA"
3.	Monday. Sept 26 Noon-2:20 pm	Two-Party, Three-Issue Negotiations (development review) Simulation: "Development Negotiations"
4.	Wednesday Sept. 28 6:00 – 9:00 pm	Coalitions (environmental issues and economic development) Simulation: TBA Note – this class may go longer....
5.	Mon. Sept. 31 11:30- 2:20 pm	Facilitation (environmental issues) Simulation: "A Development Dispute at Menehune Bay"
6.	Wednesday. Oct 5 3:00-5:00 pm	Mediation & Wrap up (social services and shelter) Simulation: "TBA"
	Friday, Oct 21	48 hour take-home paper; 6 pm Friday to 6 pm Sunday;

Questions will be emailed out to the class at 6 pm Friday Oct 21, and the digital copy due 6 pm Sunday Oct 23. The paper can be done in less than 24 hours, but additional time is allowed to provide for flexibility and accommodations over the weekend.