

The Defense of Jisr Al Doreaa

Practical Exercise 6 “Conduct a Bilateral Engagement”

In his fourth dream 2LT Connors conducts a less than perfect meeting with the Mayor and Imam of Al Doreaa. How could he have performed better?

Task: Conduct a Bilateral Engagement

Conditions: Given a blank negotiations preparation worksheet, personality summary for Mr. Hussein and another student or the instructor acting as Mr. Hussein.

Standards: Complete the negotiation preparation worksheet and successfully complete a meeting with the mayor.