

**The Defense of Jisr Al Doreaa**  
**Practical Exercise 6 “Conduct a Bilateral Engagement”**  
**(Instructor Notes)**

**Practical Exercise Guidance**

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.

**Practical Exercise Execution**

The student will execute a negotiation with the instructor or another student. If a translator or foreign speaker is available this will greatly enhance the exercise. The role player will base his negotiation on Mr. Hussein’s personality summary.

**Talking Points**

- 1. Did the student achieve his stated objective for the meeting?*
- 2. Did the student make any promises?*
- 3. Was the student cogent of cultural norms?*
- 4. Did the student incorporate talking points, themes and messages?*