Volume 2 in the Rethinking Negotiation Teaching Series

Venturing BEYOND THE CLASSROOM

Editors: Christopher Honeyman, James Coben, and Giuseppe De Palo
# Table of Contents

## I. The Big Picture

1. **Introduction: Half-Way to a Second Generation**  
   Christopher Honeyman & James Cohen  
   3

2. **Lessons from the Field: First Impressions from Second**  
   Generation Negotiation Teaching  
   Kenneth H. Fox, Marvyn A. Schonewille & Elza Zalmant  
   Gorkayne  
   13

3. **Instructors Need the Who: Designing Negotiation Training with the Learner in Mind**  
   Ray J. LeArdell & Andrea Kuske Schneider  
   43

4. **Re-Orienting the Trainer to Navigate—Not Negotiate**  
   Islamic Cultural Values  
   Pierre E. Bernard  
   61

5. **Can We Engineer Comprehensiveness in “Negotiation”?**  
   Education?  
   Gine B. Garcia de Vera  
   77

   Characters Have to Offer Negotiation Pedagogy  
   Andrew Wei-Min Lee  
   93

## II. Beyond the Classroom

7. **Straight Off the Deep End in Adventure Learning**  
   James Cullen, Christopher Honeyman & Sharon Press  
   109

8. **Orientation and Disorientation: Two Approaches to Designing “Authentic” Negotiation Learning Activities**  
   Motiva Manning, Royal McKee & Sandra Chandraratna  
   121

9. **Bringing Negotiation Teaching to Life: From the Classroom**  
   to the Campus to the Community  
   Lynne P. Colen & Nathan Elson  
   153

10. **A Look at a Negotiation 2.0 Classroom: Using Adventure**  
    Learning Modules to Supplement Negotiation Simulations  
    Salvador S. Paraje, Jr. & Gine B. Garcia de Vera  
    369
III. Redesigning Methods

15. Simulation 2.0: The Resurrection 345
   Naomi El溶 & Kahtan K. Koush

16. Enhancing Concept Learning: The Simulation Design Experience 269
   Daniel Heidbrink & Noam Elzer

17. Using Role-Play in Online Negotiation Teaching 293
   David Mazur & Noam Elzer

18. What Travels: Teaching Gender in Cross-Cultural Negotiation Classrooms 310
   Andrea Kayfis Schneider, Sandra Childs & Deborah Neill

IV. Emotions and Relationships

19. Emotions… A Blind Spot in Negotiation Training? 335
   Marcus Eyring & Lorraine Gerson

20. If I'd Wanted to Teach About Feelings I Wouldn't Have Become a Law Professor 357
    Melissa Rosensweig, Andrea Kayfis Schneider & Jewel McAdoo

21. Relationship 2.0 371
    Naomi Elzer & Adam Zump

22. Bazaar Dynamics: Teaching Integrative Negotiation 405
    Within a Distributive Environment
    Halbe Ostrom, Shuma Jay Polberg & Randy Hargie

23. Should We Trust Grand Bazaar Carpet Sellers (and vice versa)? 421
    Jean-Francois Robers & Ray J. Lieweth
V. Wicked Problems

24  Navigating Wickedness: A New Frontier in Teaching  439
    Negotiation
    Christopher Honeyman & James Cohen

25  Negotiating Wicked Problems: Five Stories  449
    Calvin Christie, Jayne Seminare Dickery, Leonard Lira,
    Jamiil Mahnud, Howard Goflin & Christopher Honeyman

26  “Adaptive” Negotiation: Practice and Teaching  481
    Jayne Seminare Dickery

27  Design: The U.S. Army’s Approach to Negotiating Wicked Problems  511
    Leonard Lira

VI. Epilogue

28  Two to Tango  529
    Renee Nowell & Lynn P. Cohen