



SUPER STORM SANDY: CRISIS NEGOTIATION

Meta-Leadership Master Class



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WHERE IS THE CONFLICT?

CONFLICT HAPPENS



Could be constructive



Could be destructive

GOOD OPTIONS/BAD OPTIONS

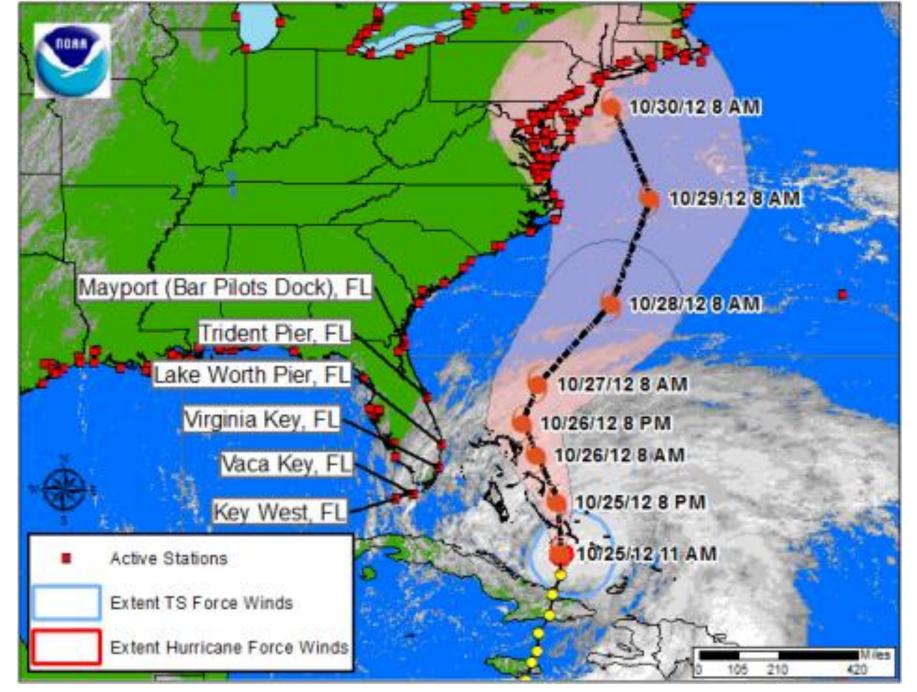
ACCIDENTAL ADVERSARIES



SUPER STORM SANDY

LEARANCE

BATTERY PARK UNDERPASS







FACTORS TO CONSIDER IN NEGOTIATION

How do you value what you "get"?

Perceptions

What you "work" for?

What you get "easily"?

The value of the OUTCOME is linked to the PROCESS

WALK THE WALK

TYPICAL PROBLEM SOLVING Problem Solution

Contest "solutions" based on:

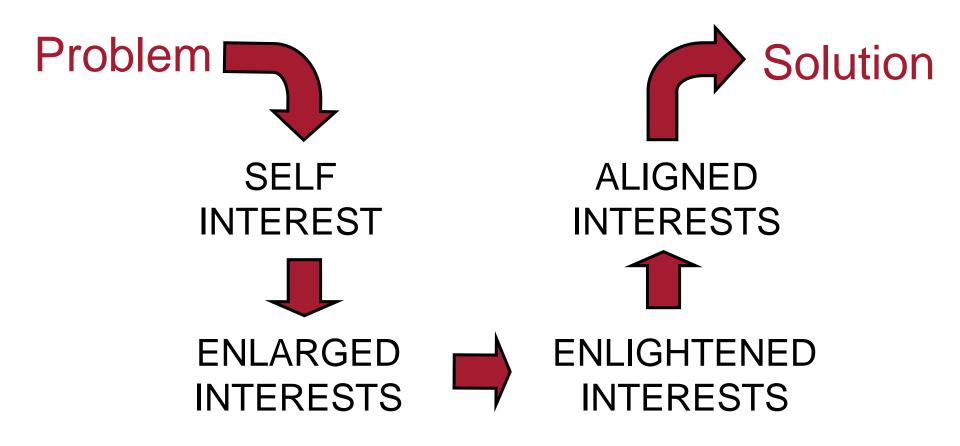
Power – linkages, influence

Ethics - interpretations of what is "correct"

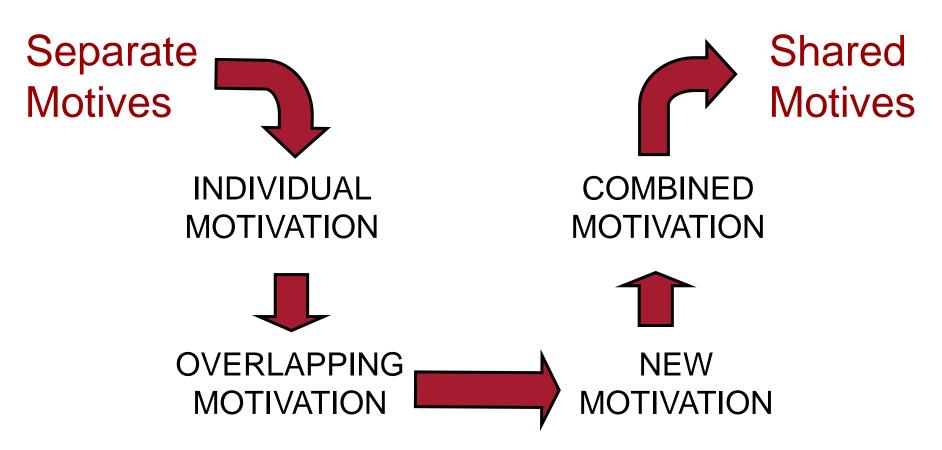
Resources – capacity to "force" the issue

WALK IN THE WOODS

STEPS IN THE WALK



DYNAMICS OF THE WALK



DISCUSSION QUESTION

What would the benefits be to more effectively resolving conflict in your organization?

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TAKE YOUR WALK





YOU'RE IT!

"You cannot get through a single day without having an impact on the world around you. What you do makes a difference, and you have to decide what kind of difference you want to make." — Dr. Jane Goodall "Some days it just flows and I feel like I'm born to do this, other days it feels like I'm trudging through hell. Every day I make the choice to show up and see what I've got, and to try and be better." —Des Linden

haddalahhhhhhhhhhhhhhhh

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THANK YOU!

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