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Positions and Interests

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Positions and Interests

1. Jane wants to buy an expensive piece of equipment to do her work. No one in her department has such equipment. Without this piece of equipment she's not sure how she'll proceed with her experiments.

Jane's Position: _____

Jane's Interests: _____

2. Paula wants department funds to attend a conference in Washington, D.C., although she's not scheduled to present her work. The conference is somewhat obscure, but she thinks it's relevant to what she's doing. The department doesn't pay for conference expenses unless you're presenting.

Paula's Position: _____

Paula's Interests: _____

3. Frank and Sonia are planning an evening out. Frank wants to go to La Scampi, an Italian restaurant specializing in seafood. Frank has chosen La Scampi because it serves excellent food and is close to the theater. Sonia is on a budget and wants to go to El Pollo Loco which is inexpensive and quick.

What are Frank and Sonia's respective positions?

Frank: _____

Sonia: _____

What are Frank and Sonia's respective interests?

Frank: _____

Sonia: _____

What might be one possible solution for the couple?

4. The drug manufacturer is negotiating with the drugstore about where their latest drug will be displayed. The drug manufacturer wants the drug to be displayed at the end of the first aisle so that it will be visible to all those walking into the store and to customers who are checking out. The store wants to put the drug on one of the aisles where it will be with other similar drugs.

What are the manufacturer's and drugstore's respective positions?

Manufacturer: _____

Drugstore: _____

What are the manufacturer's and drugstore's respective interests?

Manufacturer: _____

Drugstore: _____

What might be one possible solution?

5. Your boss wants you to travel to Europe to meet with some very important customers. She says they haven't been getting enough attention lately and that your company might lose their business. You'll go to Europe if you absolutely have to, but you really don't want to for both professional and personal reasons. You don't see how a face-to-face meeting is going to address the problem. In fact, you're not really sure what the problem is.

What are your's and your boss's respective positions?

You: _____

Your boss: _____

What are your's and your boss's respective interests?

You: _____

Your boss: _____

What might be one possible solution?