

Mandell Clip 1

[These facilitator notes provide commentary and ideas that might be helpful as you use these raw video clips with other educators.]

We think it's helpful to see how the negotiation simulation starts in this clip. It's clear that students take their roles seriously and "get into character." The students' notes about Indocarta, for example, state that the culture values personal relationships, so we see Ryan begin by asking the Fujian representative about their family. The notes on Hawani, in contrast, note that the culture is more formal and professional, so Fadi (from Hawani) turns the conversation to the tourist trade in Fuji. How do these small details make the simulation more authentic? How can you tell from this opening who holds power in the negotiation?

We also want to note the simple setting for this simulation – just some name tags. Yet the conversation gets pretty sophisticated and feels pretty realistic pretty quickly. This realism and intensity, even for simulations without a lot of props, is something we appreciate both for engagement and for learning.