One Accord

Contents

- One accord
- Basic theory
- Process
- Example: helicopter tour
- Features
- Other systems

One Accord

- Multi-party negotiation support system.
- Support secure negotiations on the internet.
  - Server: located at a patented neutral site
- Interest-based negotiation.
- Objectives
  - Equity:
  - Fairness
  - Efficiency:
- Total quantity of benefits

One Accord Structure

- Lindo Systems Inc. provides the engine for One Accord optimization.
- Case studies that were used in testing One Accord can be purchased through the Program on Negotiation at Harvard Law School.

Basic Theory

- The orange quarrel (Lucy v.s. Loni)
- Measuring success with positions
- One-dimensional model of negotiations.
- Win-lose
Basic Theory 2

- Measuring success with satisfaction

- Re-base each stakeholder's success scale in terms of satisfaction rather than the percentage of the orange.
- Make the new base satisfaction scale.

Basic Theory 3

- Achieving equity

- Win-win

Basic Theory 4

- Achieving efficiency

- Two-issue problem
- We can take advantage of the stakes' extremely different preferences on each issue.
- Beyond win-win

Beyond Win-win

- One Accord’s objective: to find an equitable solution on the efficiency frontier

The One Accord Process 1

1. Qualify interests
   - Oriented on
   - Expression of interests
   - Skill in high negotiation form | development

2. Quantify satisfaction
   - Provide data input

3. Establish equity
   - Information sharing
   - Concessions
   - Tentative solutions
   - Fairness

   Preliminary draft of the final agreement containing blanks representing decisions that have not yet been agreed to.

The One Accord Process 2

4. Maximize benefits
   - Efficiency

5. Secure commitment
Helicopter Tour 1

- Qualify interests
  - Parties: photographer & pilot
    - A photographer and a pilot are negotiating a tour by helicopter.
  - Issue: price, duration
    - The price to be paid by the photographer depends on the duration of the trip.
- SNF:
  - ( ) % % $ ( ) of helicopter costs.

Helicopter Tour 2

- Quantify satisfaction
  - photographer
  - pilot

Helicopter Tour 3

- Establish equity 1
  - Initial proposals
    - photographer
    - Pilot

Helicopter Tour 4

- Establish equity 2
  - Impasse
    - photographer
    - pilot

Helicopter Tour 5

- Establish equity 3
  - Tentative solution
    - photographer
    - pilot

Helicopter Tour 6

- Maximize benefits
  - One accord generated a new alternative.
    - photographer
    - pilot
Helicopter Tour

- Secure commitment
- Final win-win agreement

Conventional Negotiation

<table>
<thead>
<tr>
<th>Conventional Negotiation</th>
<th>One Accord</th>
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</thead>
<tbody>
<tr>
<td>Adversarial: emphasizes different party positions</td>
<td>Principled: focuses on relationships and real interests</td>
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<tr>
<td>Piecemeal: deals with only one issue at a time</td>
<td>Holistic: resolves all issues simultaneously</td>
</tr>
<tr>
<td>Rigid: meetings at inconvenient times/locations</td>
<td>Flexible: internet removes space/time constraints</td>
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<tr>
<td>Reserved: parties are reluctant to share information</td>
<td>Secure: neutral site keeps preferences confidential</td>
</tr>
<tr>
<td>Biased: human intervenes not always neutral</td>
<td>Fair: unbiased computer divides benefits</td>
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</tbody>
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Conventional Negotiation

<table>
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<tr>
<th>Mobile agent use</th>
<th>One Accord features</th>
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<tr>
<td>Mobile agent use</td>
<td>Quick: Fast; computer simplifies complexities</td>
</tr>
<tr>
<td>Costly: Protracted negotiations are expensive</td>
<td>Economic: Easier resolutions reduce costs</td>
</tr>
<tr>
<td>Win-Lose: Gains to one at the expense of others</td>
<td>Beyond Win-Win: Optimizes benefits for all parties</td>
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One Accord

- Mobile agent use
- Reliance on human preference
- Positioned at server

Other Systems

<table>
<thead>
<tr>
<th>System</th>
<th>Feature</th>
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<tr>
<td>Cause&amp;Effect</td>
<td>Business intelligence product for complex decision support</td>
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<tr>
<td>The Third Party</td>
<td>Software applications that enhance the ability of parties and mediators to interact online</td>
</tr>
<tr>
<td>INSPIRE and INSS</td>
<td>Web-based negotiation support systems</td>
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<tr>
<td>Mediator</td>
<td>Conflict resolution applet</td>
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Other Systems

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<td>Computer program that operates in the domain of labor management disputes</td>
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<td>Web_HIPRE</td>
<td>Web-version of the HIPRE 3+ software for decision analytic problem structuring and multicriteria evaluation and prioritization</td>
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<tr>
<td>ResolveNow</td>
<td>Automated online mediation system</td>
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<tr>
<td>Win_Squared</td>
<td>PC-based stand-alone software product that can be used in business and personal negotiations</td>
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