

Mason Street Case Study - blue

Mason Street representative instructions

You are a 22-year old single college student who lives off-campus in a quiet residential neighborhood on Mason Street – which is a two way street. Mason St. is about 900 feet long (the length of three football fields). Your grandparents live on the first floor and you occupy the second floor. Your street is basically a cut-through between two main roads in your city. You are sick and tired of large trucks coming down your street because of the noise and safety issues. Your grandparents are always telling you that the street has gotten very dangerous as a result of a new industrial park that basically uses Mason Street as the cut through to the highway. You also have two dogs that frequently escape the backyard and walk into the street.

The street also has no sidewalks and is poorly lit. The speed limit is not posted with a sign, but you've been told by the police department that it is 45 mph, even though you believe it should be 20 mph. Based on your observations, it seems vehicles are driving anywhere between 45 – 60 mph. The police currently patrol the street two times per day.

This traffic problem on Mason Street has been getting worse over the last year. As a concerned citizen, you would like to improve the street conditions and make your neighborhood a little nicer and safer. There are also many young families with small children, who live on Mason Street, and it's only a matter of time before a pedestrian or a child on a bicycle is injured as a result of the traffic problem.

At a street meeting, the residents voted you the leader to bring this issue up to the Mayor. Thus, you have an appointment with the Mayor to speak about your

concerns. You need to effectively negotiate with the mayor and work out an arrangement that satisfies the Mason Street residents. On a personal level, you also want the street safer for your grandparents and your pets.

After reading the local newspaper, you know that your town is not in a good financial position. Due to reduction in personnel and revenue, the police are unable to perform traffic enforcement through radar checks. You'd like some solutions to this problem that may involve signs, speedbumps, or other changes to the street. You're just not sure how your possible suggestions will be greeted by the mayor.

Three estimates from local businesses for permanent speedbumps:

Company	Estimated Cost
Johnson Paving	\$2,100
Street Designs, Inc.	\$1,900
Advantage Paving	\$2,000

Temporary speedbumps would cost \$1,500 each and could be removed prior to the start of winter – thus avoiding the snow removal problem. New sidewalks would cost \$3,000. A new streetlight would cost \$1,000 and about \$200 per year for electricity.

You've heard from a friend that many city streets have requested the installation of speedbumps over the last year. You would strongly support speedbumps as it would eliminate many of the large trucks and would certainly slow traffic down.

You'd like some type of resolution after the meeting because this problem has been going on long enough.

Student Name: _____

Negotiated with: _____

Case Study _____

Elements of Negotiations – Worksheet

Parties	Alternatives	Interests	Options
Who are the parties?	What are our Alternatives?	What are our interests?	What are possible options?
Communication What questions do we want to ask?	What are their Alternatives?	What are their interests?	
	Legitimacy (Standards and Norms) What objective criteria might help us evaluate options?	Relationship (A) How is it now? (B) How would we like it to be? What can we do to move from A to B?	Commitment What topics need to be discussed before we can commit? Terms? What level of commitment are we willing or authorized to make at this meeting? -final agreement -schedule another meeting
<ul style="list-style-type: none"> • Leverage: Do you have any If yes, what is it? 			
**Final Outcome/Terms of Agreement:			