**Unit VII Essay**

Multi-Party Negotiation  
For the Unit VII Essay, you will explore the complexities that occur with multi-party negotiations and groupthink. Your essay will address the following points.

Describe two-party, coalitions, and multi-party negotiations.  
o Within your description, include a real-life example of how these types of negotiation are used in the business

world.

* +  Describe the social complexities of the Space Shuttle Challenger explosion. Please start by reviewing Figure 13.1

located on page 409 of your course textbook for background information on the event.

* +  What is “groupthink,” and how did it affect the Challenger?

o Make sure you include your source used for this portion of your research.  
What do you think you would have done if you were in that Challenger meeting?

Your essay must be a minimum of three pages in length, not including the title page and reference page. You are required to use your textbook as a reference and one additional source for your paper. Follow proper APA format, including citing and referencing all outside sources used.

Lewicki, R. J., Saunders, D. M., & Barry, B. (2015). *Negotiation* (7th ed.). New York, NY: McGraw-Hill Education.