Questions you should address after watching the film:

1. In Chapter 5 of our textbook, Brett touches on the concept of “groupthink.” Simply put, it is one phenomenon of group processes whereby an extremely cohesive group can become “dumber” as a drive to conformity eliminates independent thinking, critical analysis, and questioning of a group decision. You may have discussed it in Organizational Behavior classes. What examples can you provide where Kennedy tried to avoid groupthink and keep the team working on alternative solutions? “Setting the agenda” can be a powerful negotiation ploy. That can consist of limiting the number of alternatives or issues that can be discussed. Provide an example of how the military officers attempted to do that.
2. We have discussed “tacit negotiations” and negotiating by behaviors rather than words. One of the characters explicitly refers to that type of negotiation. Who was it and what did he say?
3. As we know, it is crucial in negotiation to understand the counterparty’s objectives. Identify specific instances where Kennedy asked people to do that.
4. How did time pressures affect the negotiations?
5. Would you consider this US – USSR negotiation to be “deal-making” or “dispute resolution?” Please explain your answer.