

## **Sample Publishing Contract**

1. Author grants to Publisher all copyrights in all media known or unknown throughout the world in consideration of one free copy of the published Work.
2. The Publisher will register Work's copyright in Author's name.
3. Publisher shall have the right to make any revision to Work.
4. Author warrants that
  - a. Work is original and not previously published
  - b. Author has obtained permission for any use of third-party material in Work
  - c. Work contains no unlawful material
5. Author will indemnify Publisher against any actions and claims.
6. Author will deliver Work on or before November 1, 2018.
7. Author authorizes Publisher to defend copyright on Author's behalf.
8. Author does not rely on any statement not contained in this Agreement.
9. The laws of New York will govern all disputes.
10. Author waives any and all rights to injunctive relief.

## **ALEX**

Your name is Alex Miller. Your spouse is dying of a rare disease. The only cure is a \$1 million operation. Your insurance of course does not cover the operation, and your entire life savings is only \$250,000. You are prepared to do ANYTHING to save the life of your beloved.

A friend wanted to help and informed you that his perfume company is looking for a rare fruit called banapple. The perfumery would like to derive an expensive essential oil from the banapple peel. They are willing to pay \$250,000 for each banapple you bring back.

Banapples only grow in one remote jungle in Rwanda. You have travelled a long way to get there. It is a dangerous area; you brought a pistol with you in case you'd need it. A local guide informed you there are only five banapples left in the entire world.

As you approached the five precious banapples, you noticed someone else was also approaching from another direction. You realized that the stranger is also trying to get hold of the banapples. You yell: "let go of my banapples." You arrive at the banapples at the same time as the other person. You decide to talk with this stranger...

\* Whatever agreement you do reach, will be binding, even beyond the jungle.

## **TAYLOR**

Your name is Dr. Taylor Brown. You work at a world renowned medical center. You spent all your career searching for a cure for AIDS, and you finally discovered it earlier this year.

One essential ingredient, to the cure, can only be extracted from the seeds of a rare fruit, called banapple. You can get enough seeds-extract from a single banapple to cure ten thousand patients. A wealthy donor is very interested in your research and has given you \$500,000 to acquire as many banapples as possible, for the purpose of developing the cure.

Banapples only grow in one remote jungle in Rwanda. You have travelled a long way to get there. It is a dangerous area; you were advised to bring a gun with you for protection. You hate guns and refused to do so. A local guide informed you there are only five banapples left in the jungle right now. Each banapple only contains three of these highly prized seeds. It takes five years for banapples to grow from seed.

As you approached the five precious banapples, you noticed someone else was also approaching from another direction. You realized that the stranger is also trying to get hold of the banapples. You yell: "let go of my banapples." You arrive at the banapples at the same time as the other person. You decide to talk with this stranger...

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**Questions for Debriefing (No need to answer all of them)**

What happened for you during the negotiation?

What worked and didn't work for you?

Were you able to come up with creative solutions to boost mutual gains?

Did you have a walk-away alternative in mind? If so, was it helpful?

What was your experience like?

How do you feel about this exercise?

What have you done well? What has your partner done well?

Did you notice any familiar behavioral patterns, in yourself or your partner?

How would you describe your approach to communication during the negotiation?

Is there anything you wish you had done differently?

How do you feel you did as a negotiator?

How confident are you that the agreement enables the other party to fulfill their interest?