Sample Question and Readings for General Exam

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This reading list was prepared by Deborah Bassett, with minor additions from John Gastil, who wrote the exam question. It is designed simply to give both faculty and students a sense for what a General Exam question might look like and what is an appropriate length for a reading list. Reading lists are made up of those articles, books, and other media students have already read in previous seminars or directed readings, plus any additional readings necessary to prepare for the corresponding exam question. Lists and questions will vary in length and complexity, and students should consult directly with their examination committee when compiling reading lists and preparing for the General Exam.

Question Assigned During General Exam

There exist many well-developed and popular models of negotiation, such as Fisher and Ury’s Principled Negotiation and Follett’s Integrative approach. To what extent, though, do these models embody/reflect a particular cultural understanding of conflict (and conflict resolution)? Moreover, how useful are these models in addressing conflicts of disputes that involve agents with distinct cultural backgrounds? In answering these questions, discuss the cultural assumptions (if any) of at least two different approaches to negotiation, then explain how well the approaches can handle inter-cultural conflicts. If you wish, you may use a specific (real or hypothetical) cross-cultural conflict situation to illustrate your answer.

Reading List Used to Prepare for Exam Question


