

Name _____

Date _____

“The Use of Force” and Failed Negotiation

To answer the following questions, use evidence from the text (quotations and specific details in the story) to support your answers.

1. In the dispute, what is Mathilda’s position? (What is she asking for nonverbally from the parties involved?)
2. What is her driving interest? (What does she ultimately want out of the experience?)
3. What is the narrator’s position?
4. What is his driving interest?
5. Describe the narrator’s initial negotiation tactics. What words does he use to describe his approach?
6. On a scale of 1 – 10 (1= least, 10 = most), how much respect for Mathilda does the narrator’s tactics convey? Please explain why.
7. How does Mathilda respond to the narrator’s first attempts at negotiation? What emotions drive her reaction?
8. After Mathilda’s response, the conflict escalates. What are the doctor’s new tactics?

