

Bargaining Interest and Negotiation Style: Using the Film "Bridge of Spies" as an Instructional Tool

In preparing for any negotiation, the identification of the other party's needs and wants as well as their fundamental bargaining interest is an important precursor to a successful negotiation. A classroom discussion of the process of identifying needs, wants, and bargaining interest is typically an abstract exercise. Most students lack substantive negotiation skills and experience. The 2015 film *Bridge of Spies*, starring Tom Hanks, is an excellent vehicle for exploring these abstract concepts in a very concrete, relatable, and interesting way. This case involves the use of this film to explore bargaining interest and negotiation style. A teaching note with an annotated timeline of the film and structured questions and answers is presented.