- Horse story.
- Please - not only warm hospitality - but also fact that group like this had come together to consider ways of achieving inner peace.
- This is not an unusual gentleliness that is a good sign.
- Lecture to Graduate Students of Business Admin.
- Haven't had time to prepare another ac-
 .Client ENUM /41 of the present prob.
Progress we have made.
- Shift from a basis of indus, civil war to a basis of peaceful partnership.
- Troubles today are looked upon as reflectable breakdowns in a peaceful system rather than inevitable skirmishes in an armed truce.
- Goal is not no relations - it's good relations.
- But we do have our difficulties.
1. Basic economic difficulties may cause trouble every few years.

2. But most of the problems we face day-by-day are not these basic economic problems. Many stresses, slowdowns, disagreements are due to disputes which aren't basic economic disputes. There is need to speak of stress, confusion.

3. Many of these are caused by fundamental mistakes in management. Thinking, forecasting, not acting on mistakes.
Myths

- Disiि these myths- kidding our selves
- Lied motivated by those untruths- usually doesn’t work.

Few serious cases does work- attack attention- but remeber claims are against soccer if you follow a myth.

Mayfair in a barrel.
If we pay our men well, they will have everything they want and our labor relations will be smooth.

- Good pay is, of course, an important goal. But it is fallacy to believe that the only thing an employee wants is good wages. 

"The dynamic quality, the willingness, the crusading spirit of the labor movement especially in the last decade were nurtured by the failure of management to satisfy the non-economic needs of workers."

- Golden
I believe that cognitive psychology can play a role in understanding how people make decisions, particularly in situations where we need to balance different factors. For instance, when faced with a decision that affects not only ourselves but also others, it's crucial to consider various perspectives. In such cases, it's essential to engage in a thoughtful and deliberate process, much like how we approach problem-solving in a technical setting. Ultimately, the goal should be to achieve a balance that satisfies the needs of all involved.
"Never mind why - just do it."

Refuse to listen to suggestions.

Pit one employee against another.

Answer a question with "It's none of your business."

Fail to listen to a suggestion - no matter how good.

Act now - Explain later.

Stress one's rights - Water down one's reason.
If we can't unite, the Good Friday Treaty will be the font on which world against most in two ways.

5. Process of administering treaty is often very expensive - taking longer to humble them than to settle with them - Airlive Strike

6. Delayed benefits of a Japan given up sharply by North - a beaten dog might - Hell pick another fight - regain North  - personal bitterness - need to save face - Steel Strike on Union.
If only we could tell it directly to our men and put our story across. Leader in ads, letters, speeches etc.

- Keep to reflection on Union leaders.
- Don't forget even if you get your story across, still last to deal with leaders.
- Backfire plan.
- Ball for Point for Union. Remind speech.
- Cast other backfire.
- Just aren't telling them the Umm, not over heard of Umm. Lather story.
All our trouble is with a particular union leader. Get rid of him, everything will be OK.

- Not true - next guy usually as bad - Sam Pollay
- Cathy - Bad at diplomacy politics - Conte is good - policy to encourage a good plant union official -