



Gerrie Scholtz

Associates
Medewerkers

72841 Lynnwoodrif 0040
(012) 83 3811

New tel. numbers: (012) - 803-7552

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Our Ref. sp\br\codesa

The Secretariat
CODESA
P O Box 307
ISANDO
Fax no: 011-397-2211

Dear sir,

REQUEST FOR PUBLIC RESPONSE

Your recent request for response from the public to submit proposals for considerations in the CODESA negotiating process refers.

I am a facilitator and developer of systems and methodologies to increase the productivity of groups negotiating and pursuing consensus over a broad spectrum of application areas in the business world. Over several years and much research I have developed and refined a highly successful methodology whereby the reaching of consensus is streamlined and speeded up so that negotiators need to spend only about 10% of the time that it normally takes to reach consensus. I would like to propose the use of the methodology in the processes of CODESA.

The main features of the methodology are as follows:

- The non-verbal measurement of prevailing consensus within a group, to determine where the group should not waste time trying to reach consensus where it already exist. This accounts for a time saving and productivity improvement of up to 40%.
- The measurement of the fundamental lack of consensus, meaning those areas where negotiators will never reach consensus, no matter how long they negotiate. What is the use of labouring a point if the potential for consensus is zero? This accounts for a further productivity increase of about 30%.

- The system provides an early indication of whether a given group is capable of a given decision, or whether in needs to be reconstructed for better results;
- Ensuring the quality of the eventual decision by automatically distinguishing the quality of every decision-maker about the topic on the table. This is a very important aspect. Sometimes a meeting is overruled by the more vocal person and not by the better decision-makers. This methodology eliminates this possibility altogether, thereby ensuring that the quality of the decision is always optimal for the group working on the problem.
- Prevents emotional interaction between participants in negotiation.
- Automatic recording of the decision process for reporting and reference.
- The system makes it possible to schedule the negotiating process. This means that any given phase of the negotiating process can always be scheduled and the results will always reflect the most amount of agreement to which the group is capable of reaching. It is never necessary to leave something standing over on the agenda.
- The system exposes all hidden agendas, thereby ensuring fundamental consensus to the true degree to which a given group is capable of progressing.
- The system has been designed for, and is ideal to use in application areas where negotiators of different cultural and ethnic backgrounds have to sit around a negotiating table.


Although the methodology is very modern, it is extremely easy to use. There are about 240 different organisations in South Africa using the system on a great variety of application areas. It is however, extremely suitable for the negotiating processed in which CODESA now finds itself.

I would like to propose a demonstration of the system to a selected group of people, say 4 or 5, and there-after a trial application with one of the working groups of CODESA. The supply of the system on a trial basis can be arranged.

Please give this proposal serious attention as it can save tremendous time and a great deal of money, of which we evidently do not have an abundant supply in South Africa at present.

I am confident that the application of this methodology will result in vastly improved relations between the different parties and factions currently at loggerheads in our country.

Yours truly,

A handwritten signature in blue ink, appearing to read "Gerrie Scholtz". The signature is written in a cursive style with a prominent flourish at the end.

Gerrie Scholtz.