
My thesis is an attempt to better understand the negotiation process, identify behaviors and strategies that may be common to the public and developers. The second focus of my thesis is understanding what roles if any are available to an urban planner in the real estate development negotiation process. If there are roles what are they and how can a planner use their position in those roles to further the goals of responsible planning principles, empower communities, and ensure democratic transparency. Also, what influence can an urban planner exert on this process and thus affect the outcome so as to deliver amenities or needed community enhancements? The thesis concludes with an evaluation of the roles that planners can play, recommendations for urban planning programs and departments of city planning.