

THINGS I SHOULD BE READY TO PUT “ON THE TABLE”

My interests

What I really care about. My wants, needs, concerns, hopes, and fears.

- 1.
- 2.
- 3.
- 4.
- 5.

Options

Possible agreements that we might reach.

- 1.
- 2.
- 3.
- 4.
- 5.

Legitimacy

External standards or precedents that might convince one or both of us that a proposed agreement is fair.

- 1.
- 2.
- 3.
- 4.
- 5.

Their interests

What I think they really care about. Their wants, concerns, hopes, and fear.

- 1.
- 2.
- 3.
- 4.
- 5.

My walk-away alternative

What can I do if I walk away without agreement? Which is the best? What would I really do?

- 1.
- 2.
- 3.

Commitment

If we reach agreement, we commit to some option