



S

## NEGOTIATING TIPS

Look at the situation piece by piece, and understand the **Interests and Needs**. Ask yourself, “What do I want?” *before* you negotiate!

Tackle the **easiest issues first**, and then tackle the harder issues after.

	MINE	THEIRS
WANTS	<ul style="list-style-type: none"> <li>✓ What do I want to happen?</li> <li>✓ What outcomes can I accept?</li> </ul>	<ul style="list-style-type: none"> <li>✓ What do they want to happen?</li> <li>✓ What outcomes can they accept?</li> </ul>
NEEDS	<ul style="list-style-type: none"> <li>✓ What are my interests and needs?</li> <li>✓ What outcomes must happen for me?</li> <li>✓ What are some strategies to help me meet my interested and needs?</li> </ul>	<ul style="list-style-type: none"> <li>✓ What are their interests and needs?</li> <li>✓ What outcomes must happen for them?</li> <li>✓ What are some strategies to help meet their interests and needs?</li> </ul>

What is your best possible outcome?

Your worst?

What is their best possible outcome?

Their worst?