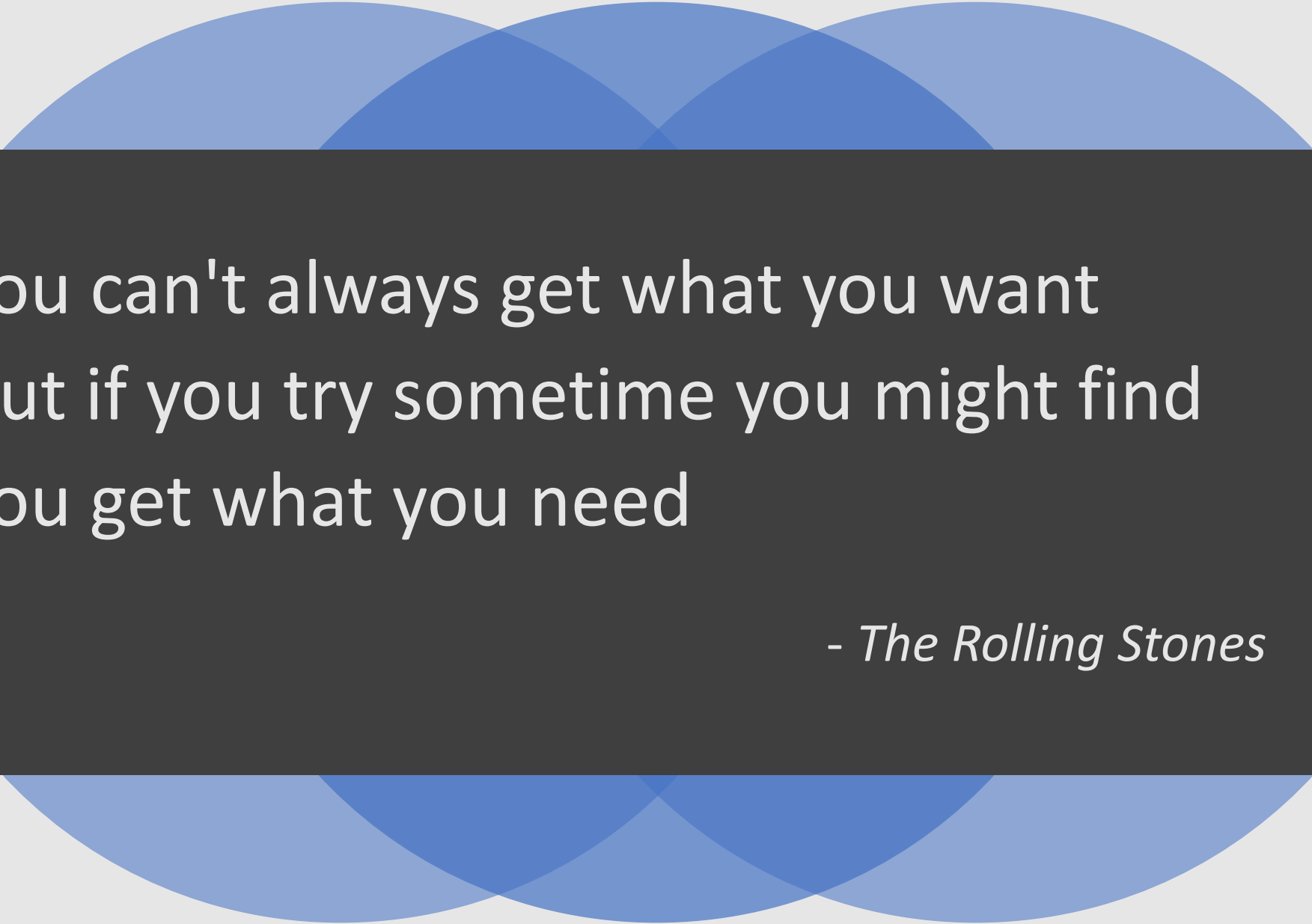




From here to there

Negotiating our way through life.



You can't always get what you want
But if you try sometime you might find
You get what you need

- *The Rolling Stones*

Think of things you pay for.

Groceries

Do you always buy the cheapest? Do you ever pay for the most expensive?

Think of things you pay for.

Clothing

Vacation

Furniture

Automobile

House

Groceries

Doctor

Surgeon

Dentist

Do you always buy the cheapest? Do you ever pay for the most expensive?



When do we make decisions?

A: All the time

Q: How do we decide?
How do we make a deal?
Reach an agreement?

A: It depends

I want that!

Now, how do you get it?

Take it

Unilateral
action

Invasion and
occupation

Coercion

Pay for it

Barter for it

Ask for it

Mutually
agree

Are they all always an option?

It depends upon at least the following:

Power balance - real and perceived

Duration of engagement

Relationship

Externals

Priorities

In every contract negotiation

The following matter:

- Power balance - real and perceived
- Duration of engagement
- Relationship
- Externals
- Priorities

When elephants fight, it is the grass that suffers.

- *African proverb*

Negotiation Styles Chart

Accommodate

Avoid

Compete

Compromise

Collaborate

Concern for the Outcome

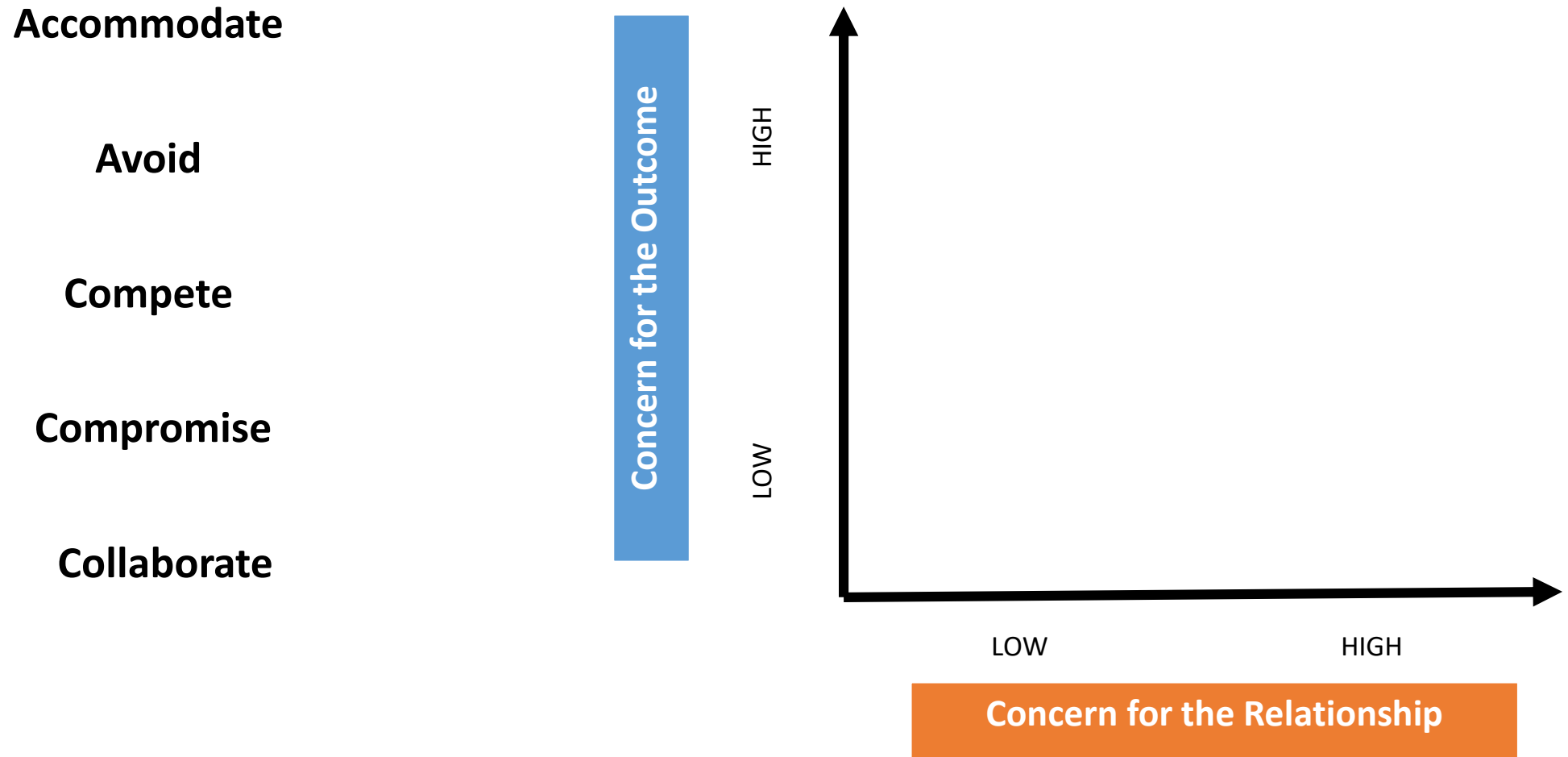
HIGH

LOW

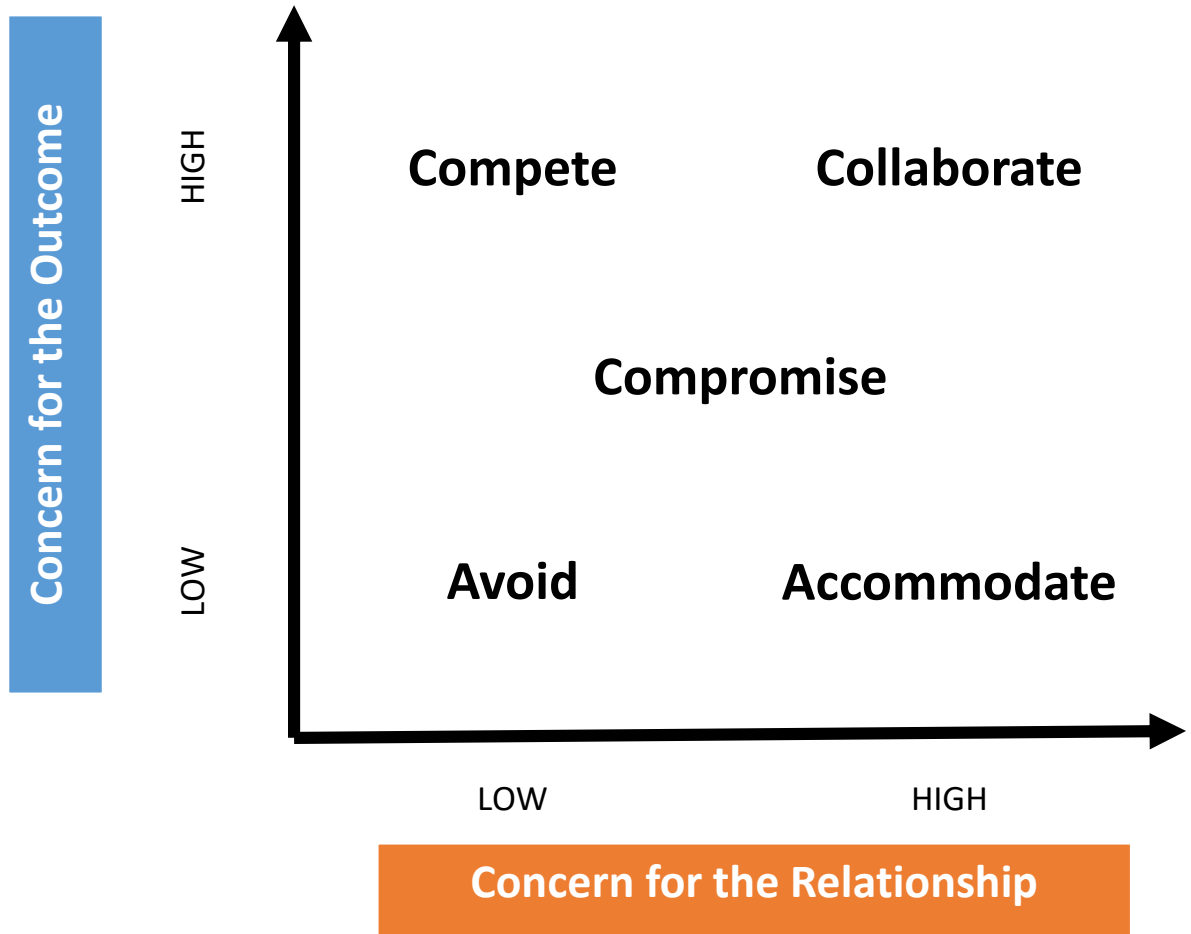
LOW

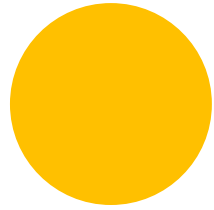
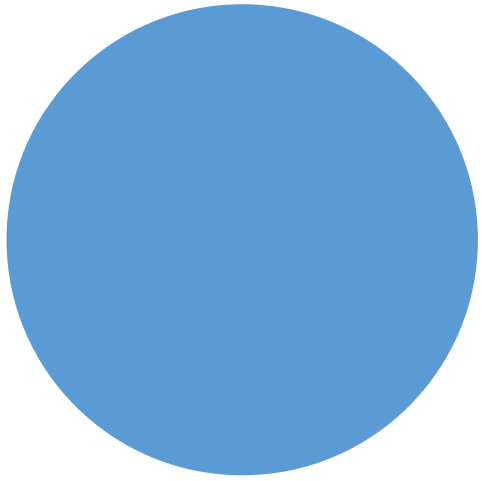
HIGH

Concern for the Relationship



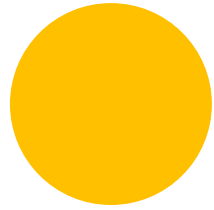
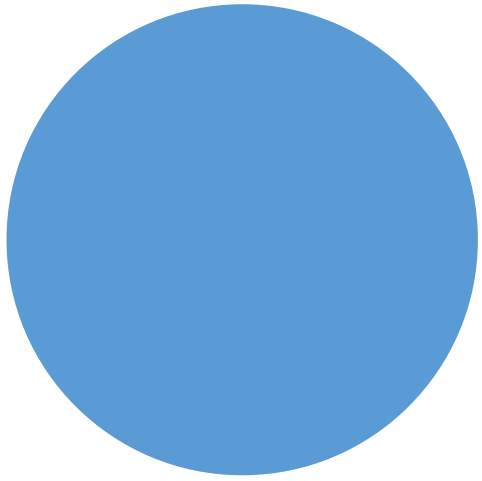
Negotiation Styles Chart





Who? What? Where?
When? Why? How?

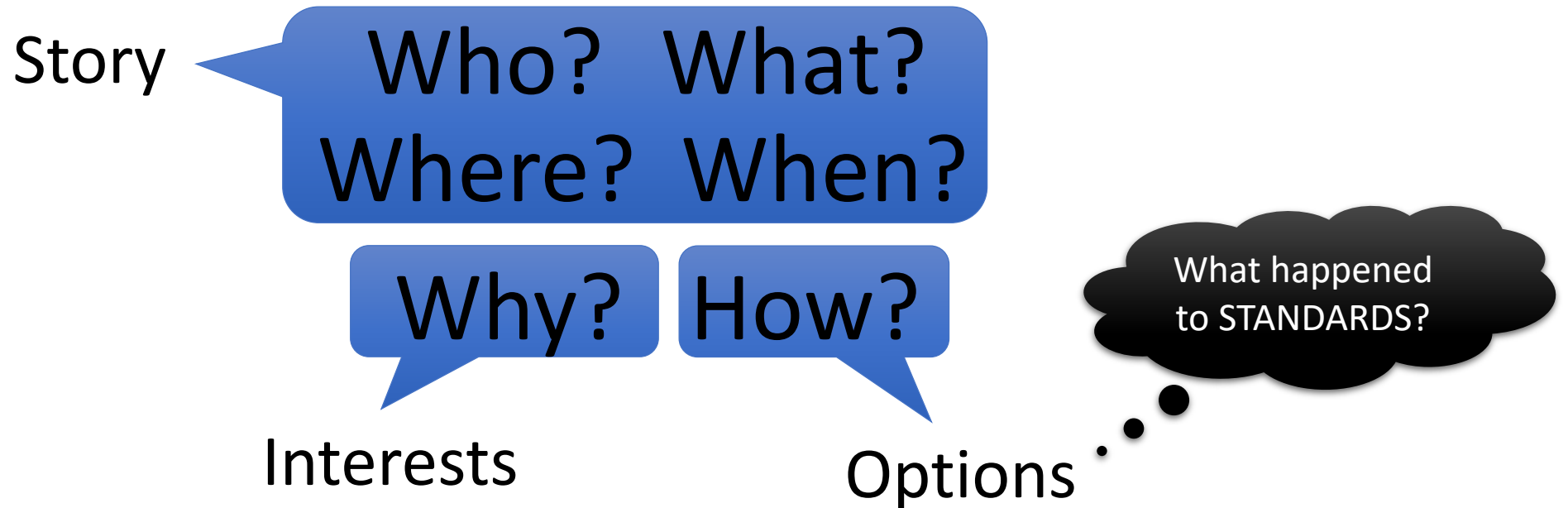
Essential elements
of a news article

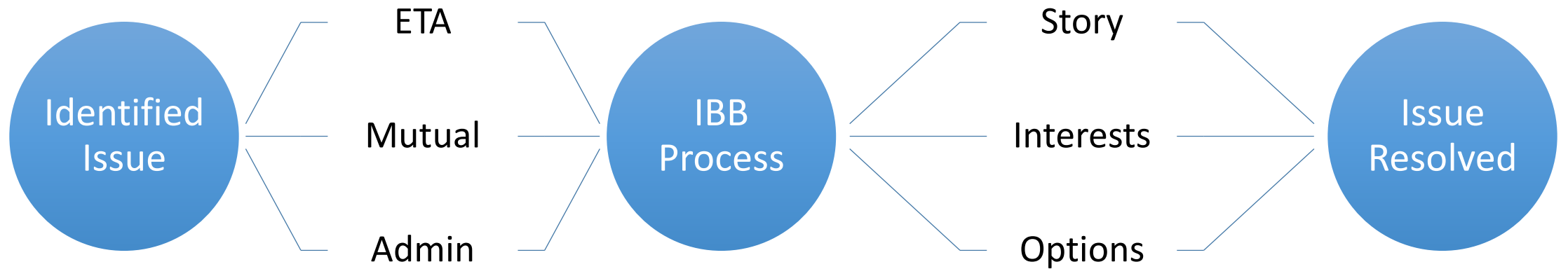


Story. Interests.
Options. (Standards)

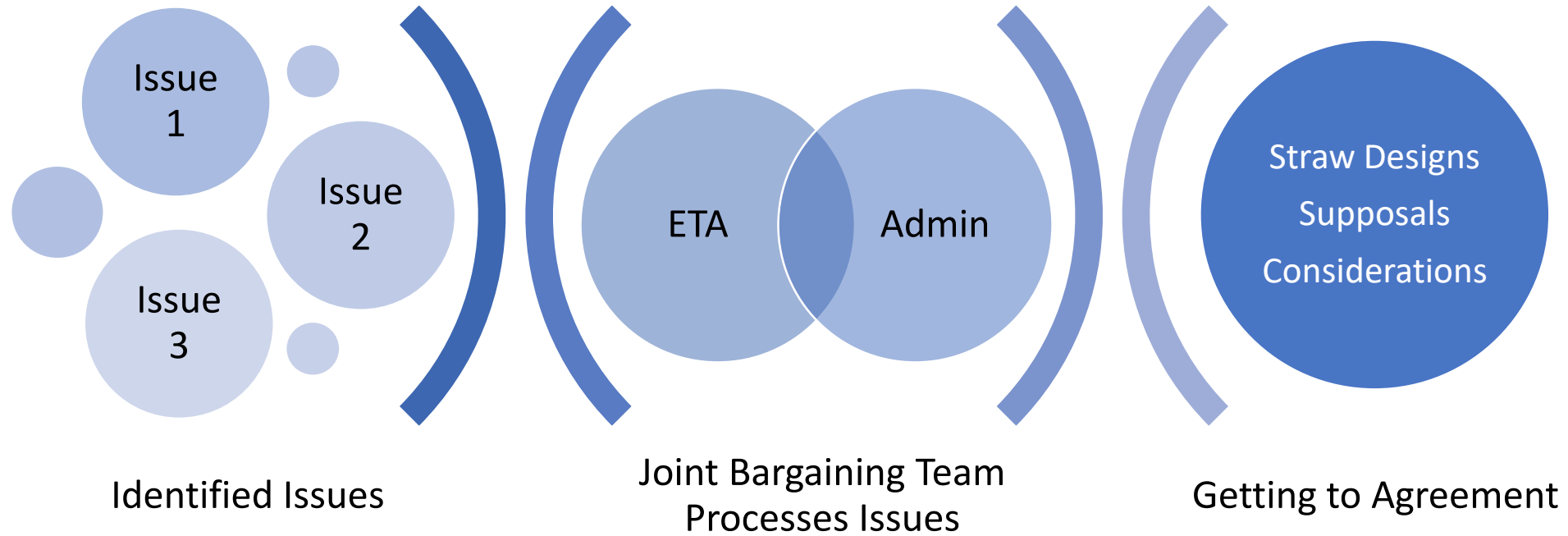
Elements of IBB
Process

Interest Based Problem Solving

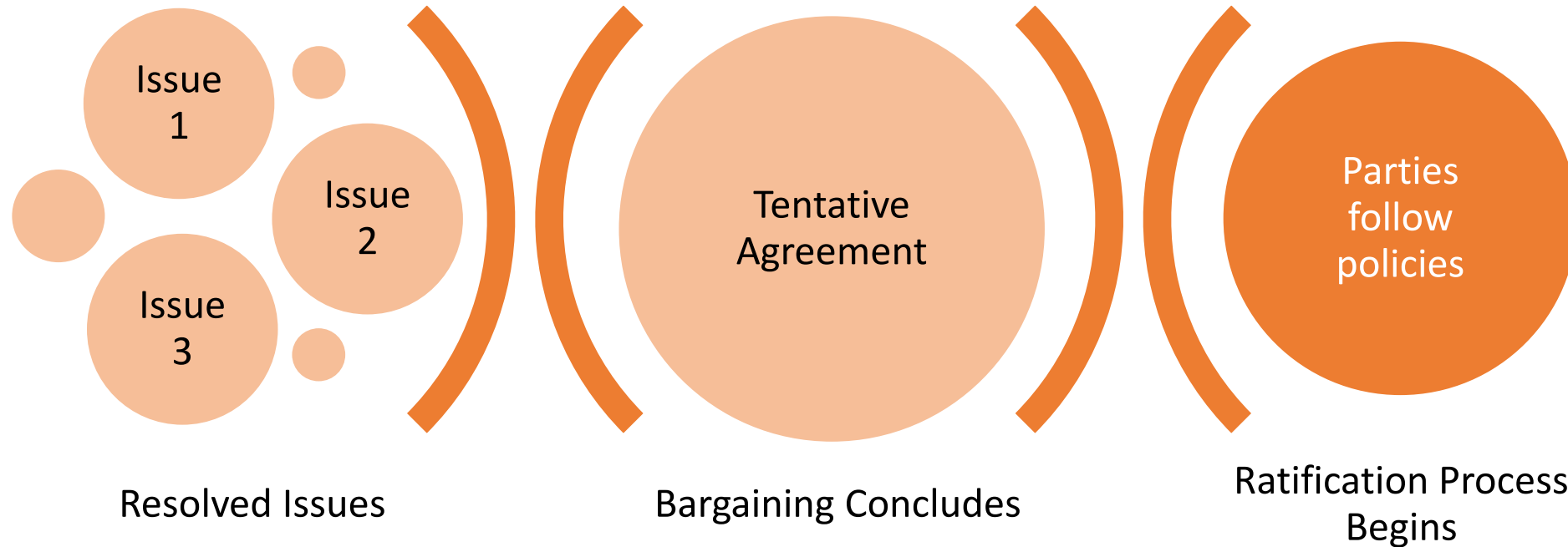




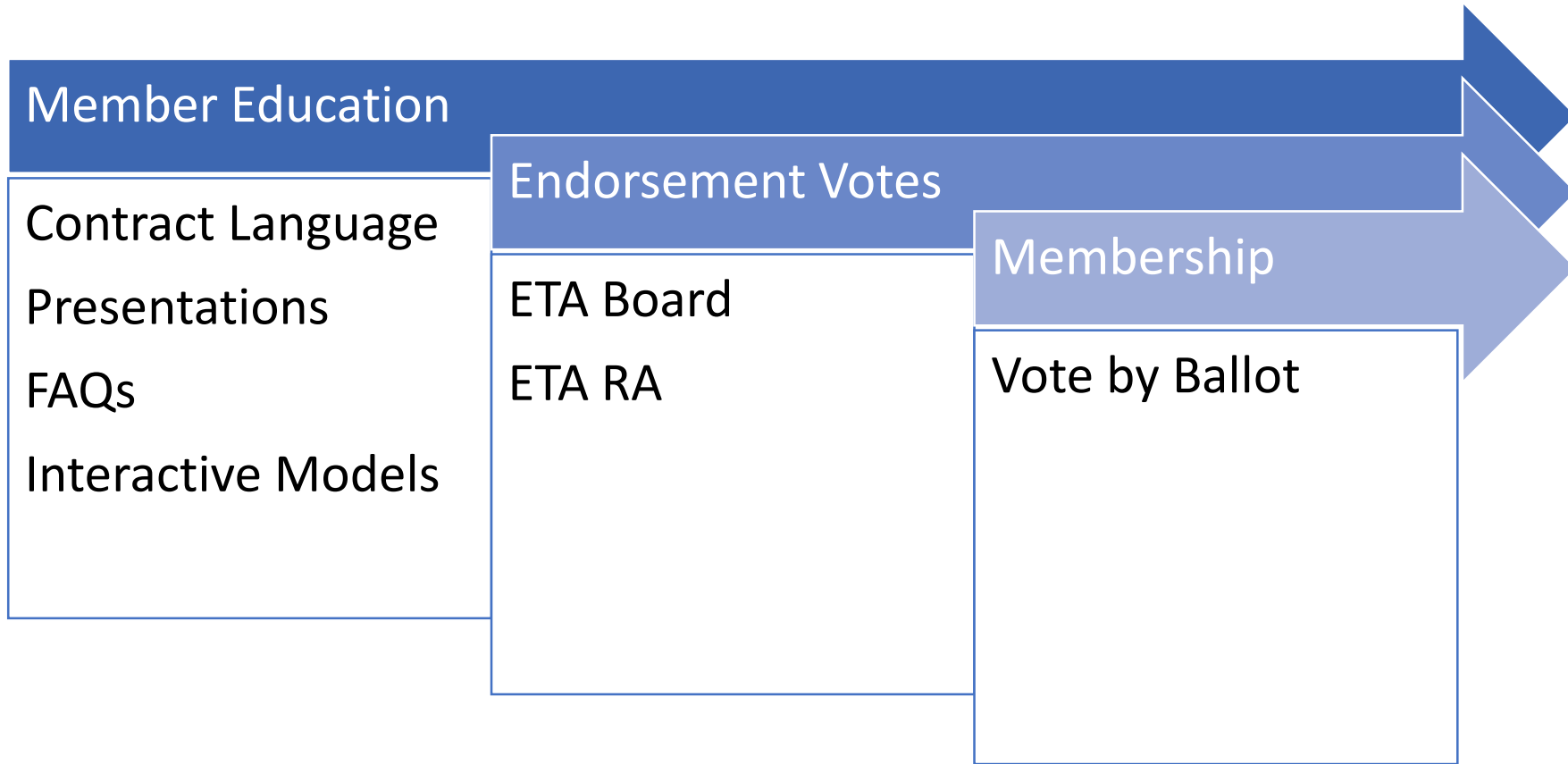
IBB in Action: Issue Processing



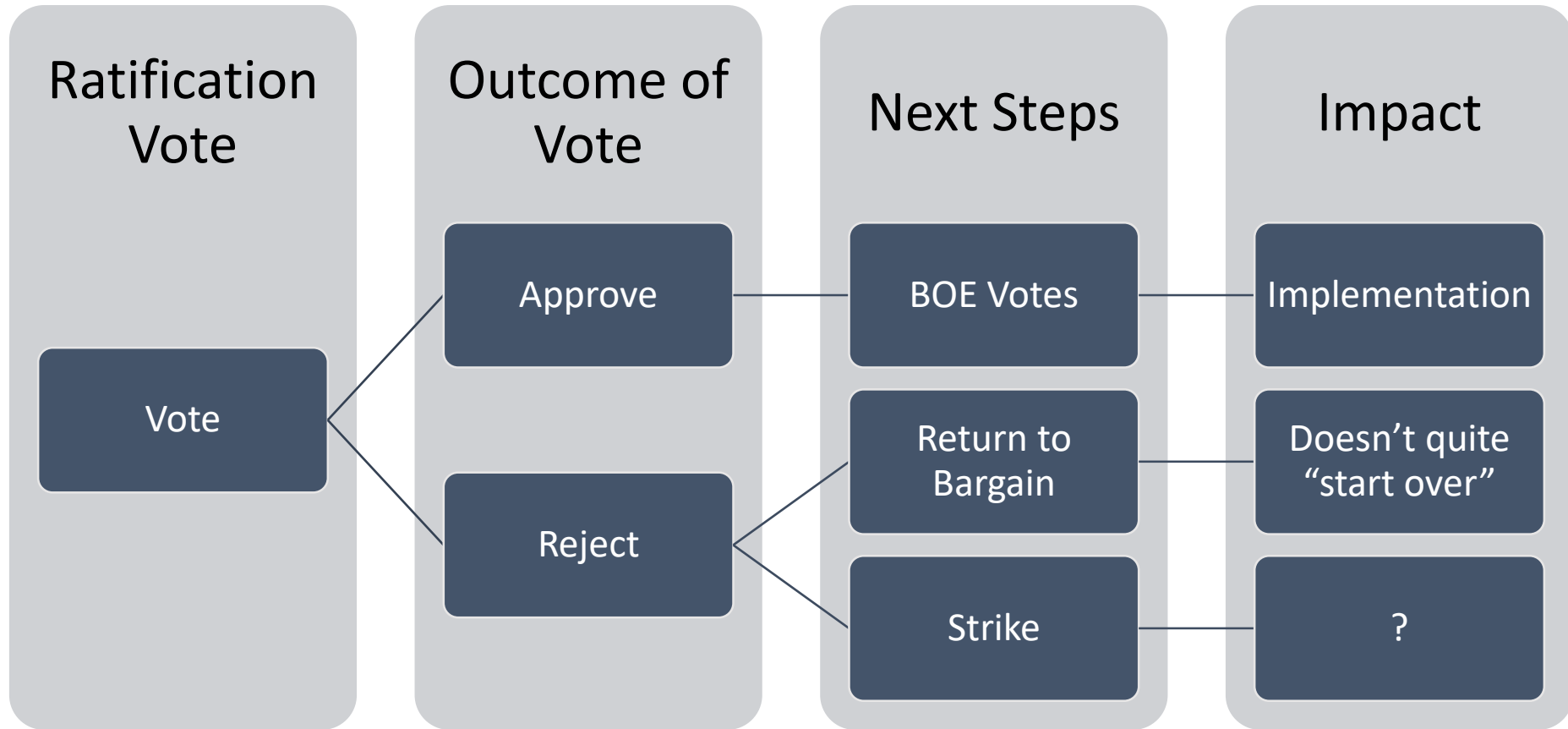
IBB in Action: Sometimes not so linear



IBB Process: Overall Process



Ratification Process



Voting and Impact

ETA