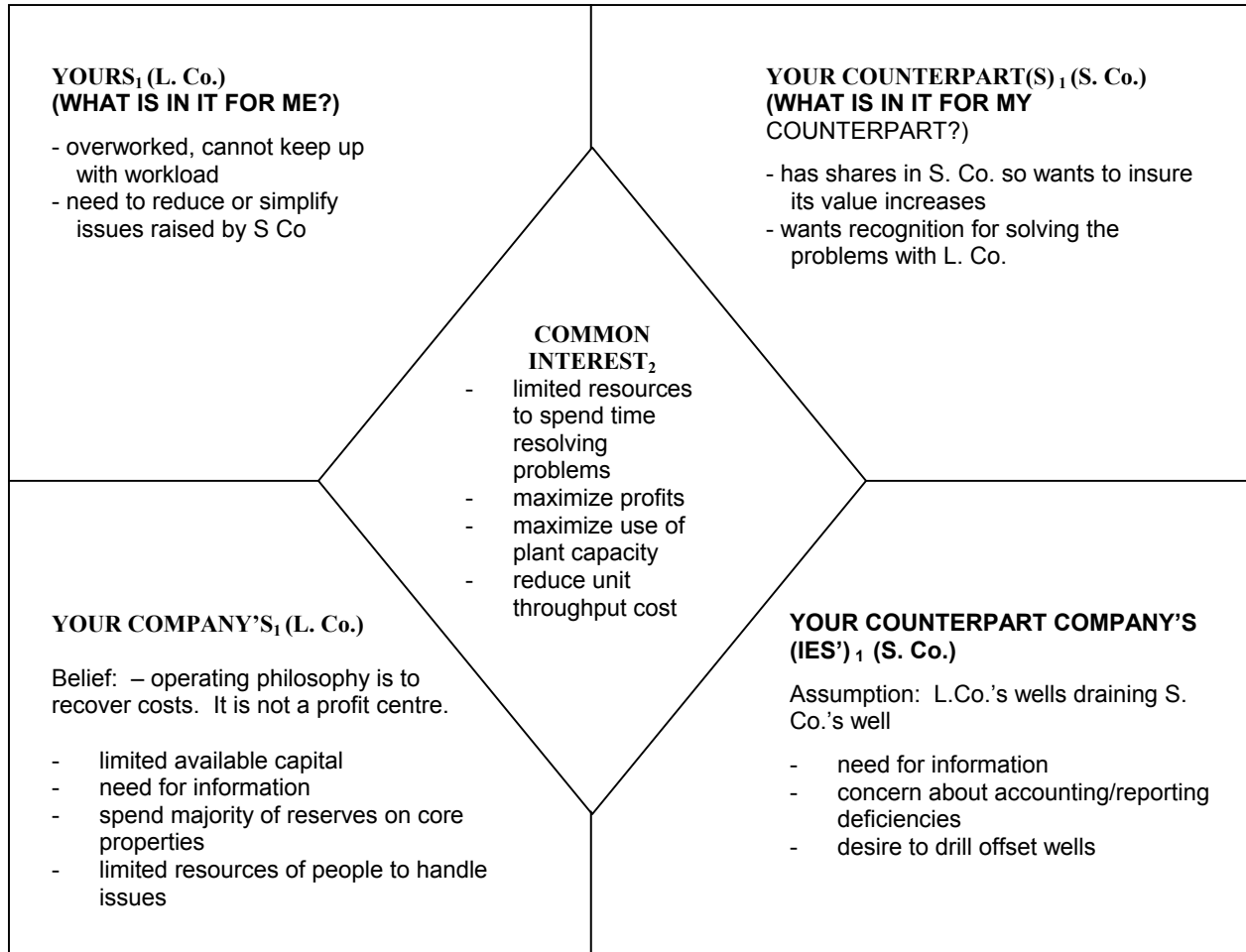


Tools Tailored to Joint Venture and Facility Issues

Negotiation/Mediation Planning Tool

This is an example of this tool applied to Scenario #3 (Question of Ownership). It has been filled in for you to see the interest based dynamics of a conflict that are assessed so that a company can plan a course of action to address the conflict. The things to look for are listed below the chart.



NOTE:

1. Identify:
 - Concerns, Hopes, Expectations, Assumptions, Preferences or Priorities, Beliefs, Values, Fears, Needs, Benefits
 - Negotiation Style – Avoider, Accommodator, Competitor, Compromiser, Collaborator
 - What kind of person are you? Are they? i.e. Analytical, Linear, Storyteller, Micro-manager, Macro-manager.

Limited resources to spend in resolving the problem

- money, people, time
- how to maintain a continuing working relationship and get on with business.

