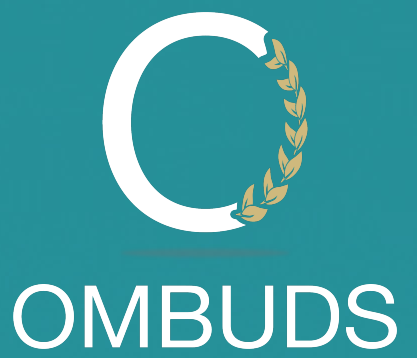


Positions & Interests: Are you having the right conversation?



Positions: What we want
Interests: Why we want them

Examples:

Position: I want a dog

Interest: I want to feel safe

Position: We need a new computer

Interest: I want to use my time creating and not fixing software

Position: We need to cancel the conference

Interest: I need to have a sense of control over my life and my plans

Interest-based negotiation: A strategy that takes the interests of all parties into consideration for a win/win outcome

USE WHEN:

- the relationship is important
- when you need something from each other
- you could be wrong in your strategy, plan
- you have the time
- your results could be better by engaging in this

Having the Right Conversation...

1. Identify all of the interests by exploring with open-ended questions
2. ASK: "How can we have ___ and ___?"
3. Begin brainstorming

Open-Ended Questions:

- Why?
- Can you say more about that?
- Why is this important to you?
- How would having X help you?
 - What would be the perfect solution for you?
- What's at the heart of the matter for you?



Ombuzz Blog

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