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Straight Up Negotiations (SUN)



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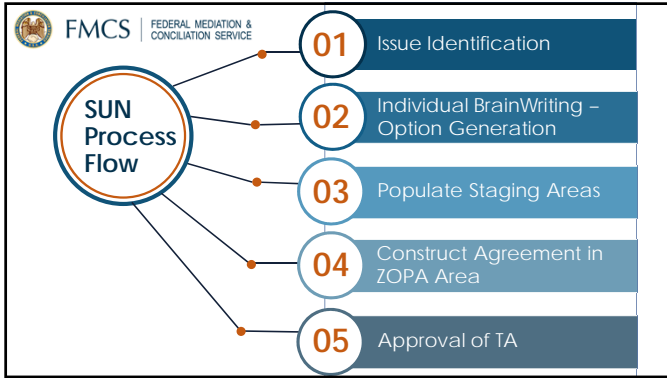


Bargaining Processes

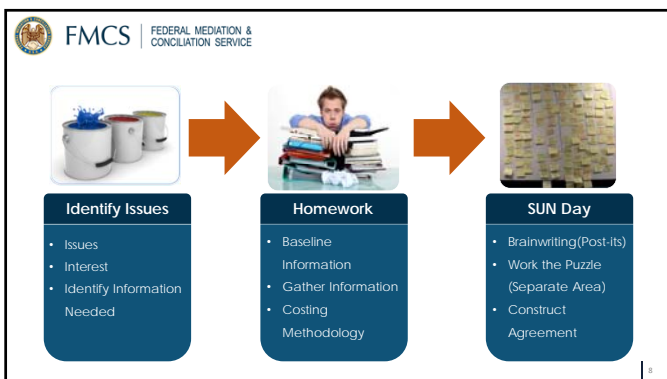
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IBB Problem-Solving Steps

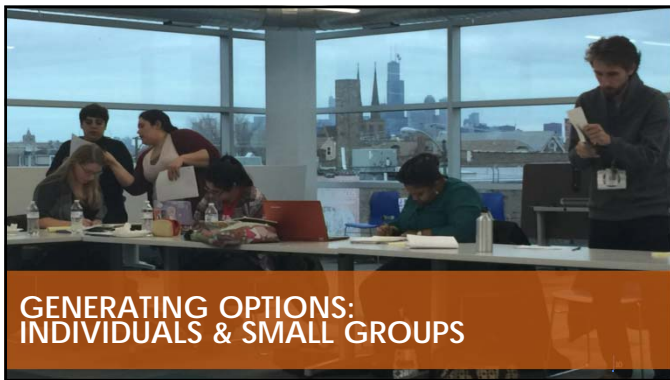
- Phase 1: Discussion**
 - Frame and Focus the **ISSUE**
 - Identify **INTERESTS**
- Phase 2: Collaboration**
 - Generate **OPTIONS**
 - Apply **CRITERIA** to Options
 - Select/Build a **SOLUTION**





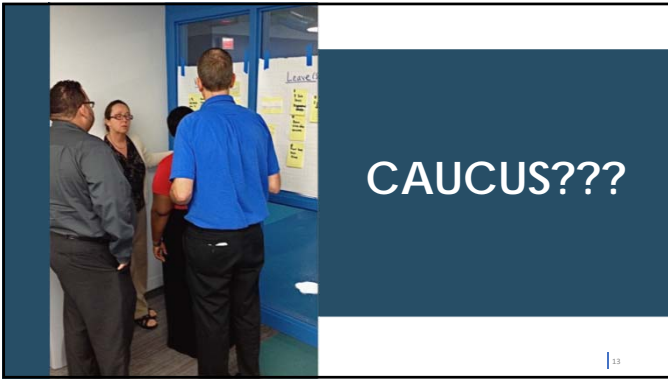




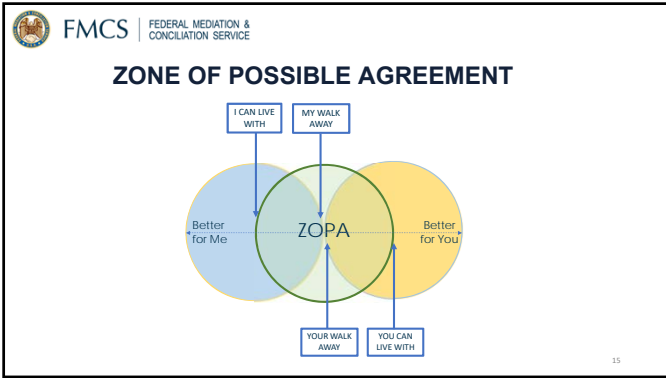






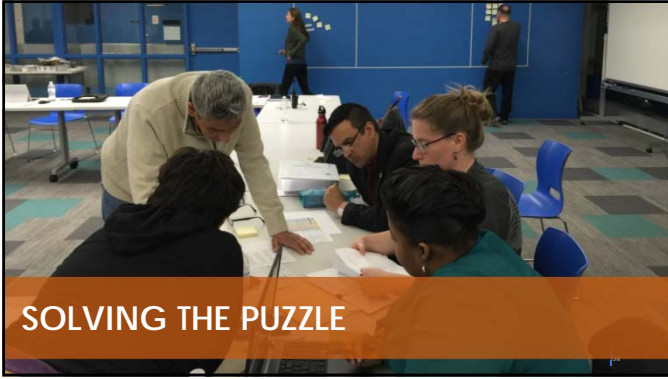












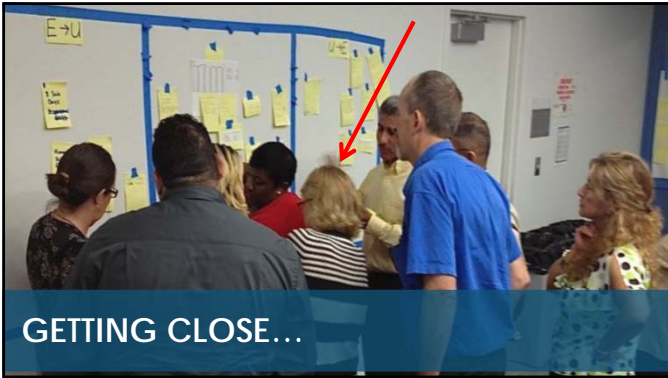
SOLVING THE PUZZLE

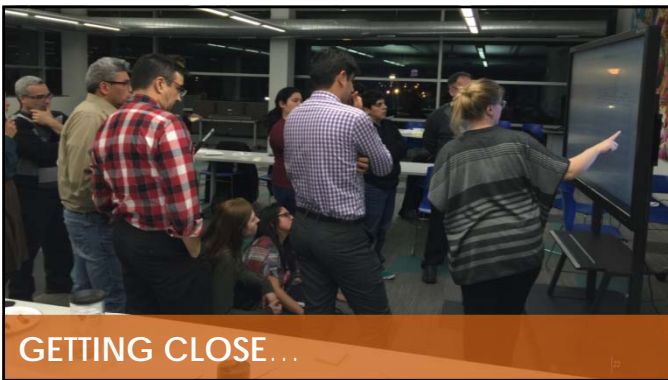


SOLVING THE PUZZLE

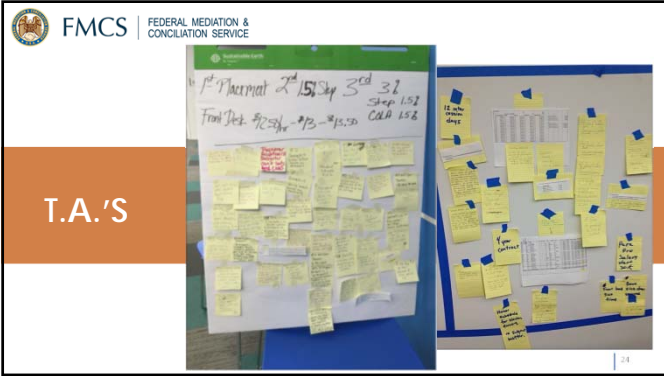


SOLVING THE PUZZLE









What it Takes to Make it Work

- ✓ Willing to acknowledge Interests of both sides.
- ✓ Not swinging for the fence. Working toward a deal that BOTH sides can live with.
- ✓ Do your homework (Costing).
- ✓ Willingness to have an open discussion and explore all possibilities.
- ✓ People ACTIVELY working the puzzle.
- ✓ Don't FFF anyone.

FACTORS TO CONSIDER – ALL MODELS

- 1 People/Personalities
- 2 Working style preferences
- 3 Constituent politics
- 4 History
- 5 Nature of Issues
- 6 Nature of Relationship

THANK YOU.

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