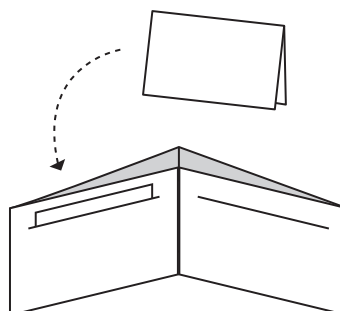


print & cut out ✂

Power	• Pressure someone to do something they would not otherwise do • Threaten • Outcome: someone gives in or no one gives in	
Rights	• Refer to fairness, past issues or events • Bring up safety and health laws • Outcome: someone one gives in or no one gives in	
Interests	• Understand underlying needs, desires, concerns • Why is there resistance? • Outcome: Merge interests in a creative way that addresses the goal	

Trade-Off Agreements Bargaining or side payments, may be direct or indirect. Ex: Direct: If you stop driving, I'll drive you. Indirect: If you stop driving, I'll bring the grandkids over more.	Narrowly-Focused Agreements Agreements that focus on the particular interests underlying the dispute. Ex: Let's agree to no driving at night.
Contingent/Future-Based Agreements Agreements that depend on a future event. Ex: If optometrist says you can't drive, you will stop.	Agreements of Limited Duration Agreements to try something for a limited period of time and then evaluate before continuing. Ex: Let's try not driving for six weeks, see if you can get everywhere you want to go.

←----- fold at middle



keep in wallet for reference