| Negotiation Points | International Community Approach | Government Approach |
| --- | --- | --- |
| **1. Motivations & Interests:**Why negotiate? What is there to be gained? What are your/their: ­­* Real Interests and Needs
* Ultimate objectives

What shared or common motivations (interests and needs) can you build on? |  |  |
| **2. Starting Demands or Positions:** * What will be your/their initial demands and offers?
* These may then, through negotiation, become compromises
 |  |  |
| **3. ‘Levers’ (Pressure) or Encouragement:*** What pressure can you/they apply?
* What encouragement/ enticement can you/they offer?
 |  |  |
| **4. Compromises & Bottom-Lines:*** What possible solutions or options might you/they propose?
* What will be your/their last acceptable compromises (bottom-line)?
* Beyond what concession will you/they not go?
 |  |  |
| **5. Fall-Back Positions:*** What will you/they do if these negotiations fail?
* How will you/they exit graciously from the negotiation?
 |  |  |