| Negotiation Points | International Community Approach | Government Approach |
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| **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? |  |  |