

## Steps in Negotiation

1. Decide whether an issue is worth fighting for. (For example, is it worth arguing for a later curfew this weekend when it will be more important next weekend to be allowed to stay out later?)
2. Express your own needs relative to the issue at hand.
3. Don't attack or blame the other party; focus on how *you* see things and what *you* need here.
4. Don't deny angry feelings if they exist, but don't reduce the conversation to name-calling, blaming, ridiculing or shouting.
5. Try to listen to what the other person is saying without interrupting. Don't dredge up the past; remain with the present issue.
6. Creatively explore all the possible solutions to this issue.
7. Agree to a solution and commit yourself to carrying it out.
8. Decide on how you can both evaluate this solution at a future time.