

9. _____
10. _____

STEP 3: ELIMINATE ALL THE SOLUTIONS THAT ARE NOT ACCEPTABLE TO ONE OF THE PEOPLE INVOLVED.

Me: _____

Family Member: _____

STEP 4: CHOOSE A SOLUTION THAT SEEMS TO BEST MEET THE NEEDS OF BOTH PEOPLE.

STEP 5: MAKE A PLAN AND TAKE ACTION. TO GIVE OUR SOLUTION A CHANCE:

I, _____ will _____

and I, _____ will _____

STEP 6: CHOOSE A TIME WHEN YOU WILL MEET TO EVALUATE AND REVISE THE PLAN.

On _____, we will get together again to see how our plan is working. At that time, we will revise any parts of the plan that aren't working well.

Signed: _____

NEGOTIATING: THE NO-LOSE PROCESS*

STEP 1: IDENTIFY THE SOURCE OF THE DISAGREEMENT

a. What does each person want?

Me: _____

Family Member: _____

b. How can we find out why we disagree?

Consider: What are each person's most important values?

Me: _____

Family Member: _____

And what does each person think will happen if they "win" this argument?

Me: _____

Family Member: _____

STEP 2: IDENTIFY POSSIBLE SOLUTIONS (BRAINSTORM)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____