

The planning stage:

Assess the issues.

Identify stakeholders.

Design a strategy.

Set up a program.

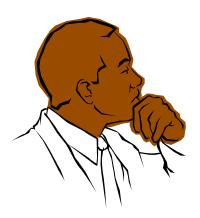






The deliberation stage:

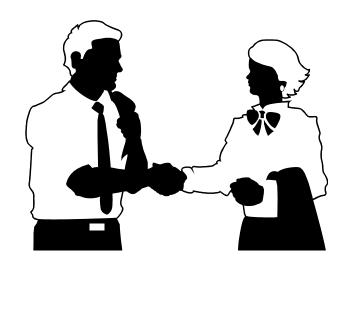
- Set the tone.
- Establish procedures.
- Educate each other (whenever it is needed).
- Define the problem.
- Specify information needs.
- Generate options.
- Develop criteria for option evaluation (see Unit 10).
- Evaluate options (see Unit 10).
- Reach agreements (see Unit 10).
- Develop a written plan.







- Ratify the agreement.
- Implement the agreement.







- R-E-S-P-E-C-T.
- Listen to and legitimize views/feelings.
- Get the facts.
- Reframe the issue to reflect interests (not positions).
- Generate alternatives to satisfy interests.

