Negotiating an Energy Bill Preparation Survey

Please complete your survey as you prepare for this exercise. Your responses will be useful to you as you negotiate.

Your name:_____

Your role:_____ **Your group number:_____**

Note: **please see accompanying confidential instructions for your role and "Tips" sheet for additional advice. In your instructions, the options for each issue to be negotiated have been assigned a point value, representing how well the option meets your interests (positive point value) or hurts your interests (negative point value). You are told you cannot accept any agreement that yields a net negative point total** (it is fine to accept options with negative points on some issues, as long as the sum of your net total points across issues is positive)**. A net point total of zero can be considered your "walk-away" or "reservation value"** (the net value of a total package below which you should exit the negotiation rather than reaching agreement).

1. Your goal should be to significantly advance your interests through this negotiation. **What target (goal) would you like to set for an agreement?** (What is the net value in your point system of a package of options spanning all the issues that would represent a very good outcome for you in this negotiation?)

2. **Identify your interests, and your priorities across the issues. What are some potential tradeoffs you would be willing to make?** (i.e., in order to get a preferred option on one issue, what would you be willing to give up on another issue, or vice-versa?)

3. **What do you think are the other party's interests and priorities?**

4. **What strategies can you use to shape the overall negotiation process to build trust and create value with the other negotiator, while still ensuring you are claiming significant value for yourself and the people whose interests you are representing?**