

Turning Down the Heat: Negotiating Wildfire Prevention and Recovery Preparation Survey

Your name: _____

Your role: _____

Your group number: _____

UNDERSTANDING YOUR ROLE

What is your BATNA—what will you do if you cannot reach an agreement with the other parties?

How do your interests and priorities relate to the key issues to be negotiated?

Key issue to be negotiated	Your interests/concerns related to this issue	High or low priority?

What is your target deal? (What kind of package deal would represent a very good outcome for you?)

What is your reservation (walk-away) point? (Considering your BATNA, what is the least favorable deal you would still be willing to accept?)

TRYING TO UNDERSTAND THE PERSPECTIVES OF OTHER ROLES

What roles are represented by the other negotiators? Try to make an informed guess about their interests and alternatives? What additional information would you like to try to gather during the negotiation?

Who are the other negotiating roles?	What are their primary interests and concerns?	What is their BATNA, and is their BATNA strong or weak?
1.		
2.		
3.		

CREATING AND CLAIMING VALUE

Can you think of creative options that might satisfy the interests of multiple negotiators (including yourself)? What criteria could you use to support these options?

What is your role's relationship with each of the other negotiators? Which interests do you have in common, and how are their interests likely to be different from yours? Who are likely allies and adversaries? How can you recruit other negotiators to support your interests?

How do you intend to shape the structure and manage the overall negotiating process to your advantage? How will you build trust to earn support from others?