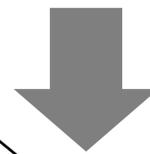
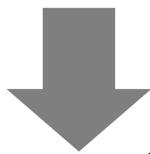


SEVEN ELEMENTS WORKSHEET – BE PREPARED!

RELATIONSHIP		
CURRENT	PROBLEMS?	DESIRED

COMMUNICATION	
TO ASK	TO SHARE

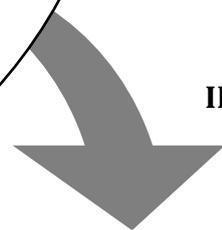


INTERESTS		
OURS	THEIRS	OTHERS'
OPTIONS POSSIBLE PARTS OF AN AGREEMENT THAT ADDRESS ABOVE INTERESTS		
LEGITIMACY OBJECTIVE STANDARDS · RELEVANT EXAMPLES · REFERENCES		

IF "NO"



IF "YES"



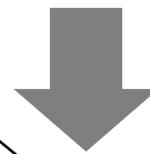
ALTERNATIVES	
WALK-AWAYS · PLAN B · Circle each of your BATNAs	
OURS	THEIRS

COMMITMENT	
FRAMEWORK FOR AGREEMENT	AUTHORITY?

SEVEN ELEMENTS WORKSHEET – BE PREPARED!

RELATIONSHIP		
CURRENT	PROBLEMS?	DESIRED

COMMUNICATION	
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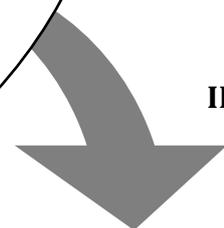


INTERESTS		
OURS	THEIRS	OTHERS'
OPTIONS POSSIBLE PARTS OF AN AGREEMENT THAT ADDRESS ABOVE INTERESTS		
LEGITIMACY OBJECTIVE STANDARDS · RELEVANT EXAMPLES · REFERENCES		

IF "NO"



IF "YES"



ALTERNATIVES	
WALK-AWAYS · PLAN B · Circle each of your BATNAs	
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