Goals, Interests, Concerns, and Values

Prior to the negotiation process:

(1) Identify what you want and what needs get satisfied if you get what you say you want.

Example: 1) I want to stay in my current house.

- (2) Use your best efforts to predict what you believe your spouse will want and the motivation behind the position taken. In efforts to organize yourself and your lawyer for the negotiation process, answer the following basic questions:
- 1. What are the five most important results you would most like to accomplish during this process?

2) I want to be with my child every Tuesday.

hild with me every g him to his religiou		. 3

2. Describe the basic needs satisfied in the five goals previously listed.

3. Putting yourself in	n your spouse's shoes, wha	t are the five most impor	tant results that you
believe he or she w	ould most like to accomplis	sh during this process?	
Exa	mple: 1) My husband want	s to keep his entire pension	on.
2)	My wife wants the childre	n to stay in private schoo	l.

4. Putting yourself in your spouse's shoes, as to each of the items listed above, describe why you leach of these results are important to your spouse.	oelieve
Example: 1) I believe my husband wants to keep all of his pension because he feels his job risk and the pension will help pay his bills if he is forced to take early retirement.	is at
2) I believe my wife wants the children to stay in private school because she is concerned she will not be able to get a house in a good school district, and because the school is family the children.	