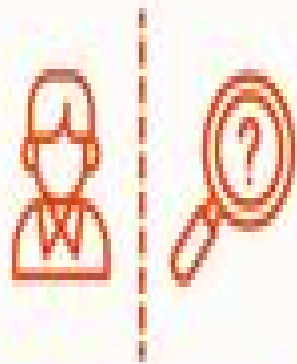


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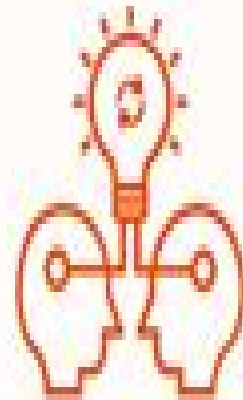
PEOPLE

Separate People
from Problems



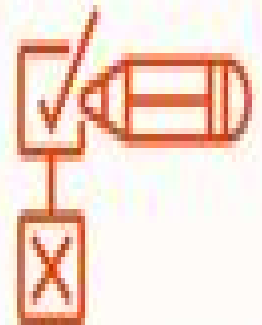
INTERESTS

Focus on Interests,
Not Positions



OPTIONS

Generate Options
For Mutual Benefit



CRITERIA

Use Objective
Criteria

Source: Getting to Yes, Roger Fisher and William Ury, of the Harvard Negotiation Project

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