

Yolo County Airport Public Input Workshop

October 17, 2013; 7:00 – 9:00 p.m.

Attachment 3

Concepts Related to Principled Negotiation

1. Focus on interests, not positionsⁱ
2. Look for objective criteria as the basis for decision-making
3. Invent options for mutual gain
4. Separate the people from the problem
5. Just because you disagree does not mean you have to be disagreeable
6. Where trust is an issue, seek ways to proceed independent of trust
7. A willingness to negotiate and find integrative solutions does not mean abandoning your values
8. Avoidance, accommodation, compromise and competition often leave potential joint gains on the table compared to collaborative solutions
9. Put effort into finding solutions that address each party's interests – to the extent possible (recognizing it is not always possible)
10. Realize the “greater good” often supersedes individual interests – look for ways to avoid the “tragedy of the commons”

ⁱ The first six principles are drawn from “Getting to Yes,” by Roger Fisher and Bill Ury