

Which joint working goals for the upcoming negotiation should we propose to the other party? Consequently, which topics and issues should we discuss during the negotiation?

How to establish a good climate and to build up mutual trust and acceptance during the upcoming negotiation? How could we resolve possible relationship problems?

When looking at the issues to be discussed, what are probably the most important differences between my point of view and the one of the other party?

What is really important to me/us in this case? Which are my/our fundamental interests?

Which are probably the fundamental interests of the other party in this case?

What are probably our most important common interests?

Which ideas leading to mutually beneficial solutions could I/we bring up for discussion? How could we work together to create and maximize joint gains?

On which points do we most probably have conflicting interests?

Which commonly accepted criteria and standards could we refer to in order to resolve our conflicting interests in a way that both sides could consider to be fair and therefore acceptable?

What will I/we do if we don't reach an agreement? Which is my/our walk-away alternative)?

What could the other party most probably do if we don't reach an agreement?

And finally: which questions should we ask to the other party?