



TOPIC:
**Interpersonal
 Leadership/
 Negotiation**

WHAT ARE THE KEYS TO EFFECTIVE NEGOTIATION?

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3. Identify a current situation you are negotiating. Fill out the chart below listing ways you might “go to the balcony” and “assess the interests of each party.” When you are finished, share your insights with your team.

Current Situation		
Ways I might “go to the balcony”		
Process the interests of each party	My interests	The other person’s interests

4. Close by discussing ways you could encourage each other as a team to be more proactive and productive in interpersonal disagreements and negotiations.