



Discovering Interests

- What is important to you about doing it that way?
- What benefits will your position bring?
- What are your concerns about the other position?
- What do you want to have happen?
- What do you hope to accomplish?
- What concerns do you have?
- What problem are we trying to solve?
- Are there other problems?
- What will it take for us to work together?
- What would need to happen for you to feel satisfied?
- What is the best-case scenario for you?

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