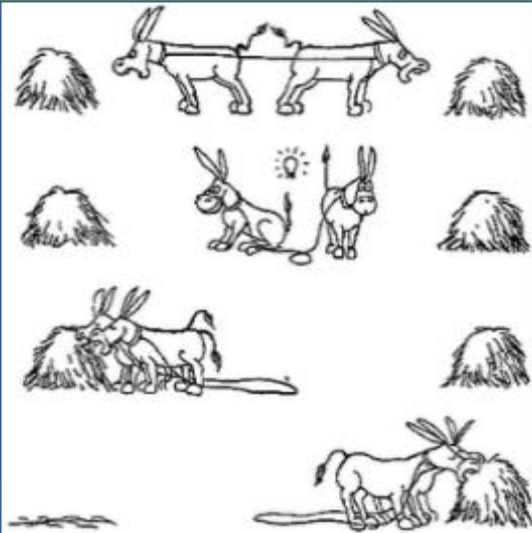




Building Negotiation skills for sustainable PAs

Christine Mentzel
BIOPAMA Coordinator,
ESA region

How to negotiate?



The Second Edition with
Answers to Ten Questions People Ask

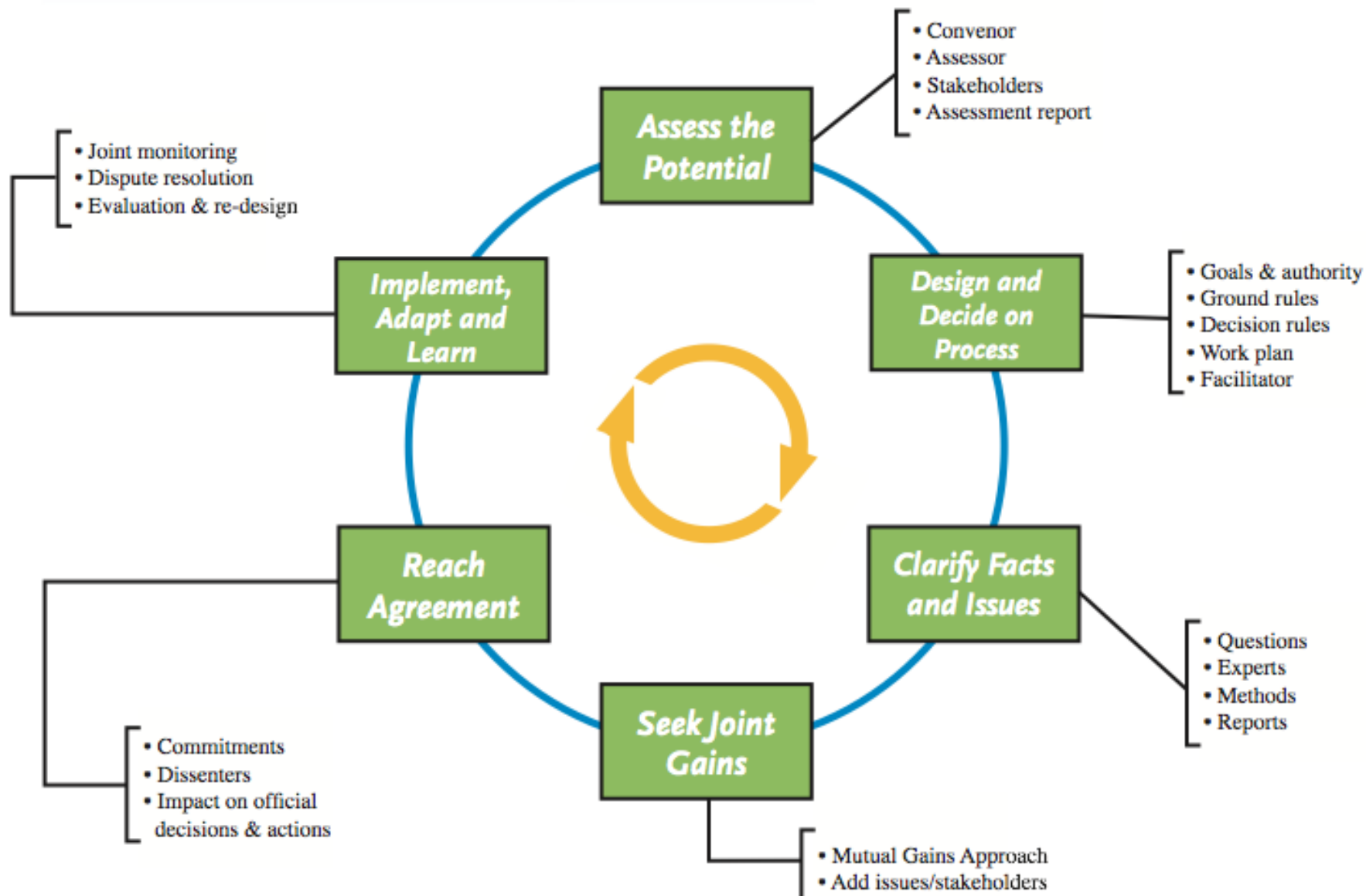
GETTING TO YES

Negotiating Agreement Without Giving In

Roger Fisher and William Ury
and for the Second Edition Bruce Patton
of the Harvard Negotiation Project



Consensus Building Process



Key elements of the Mutual Gains Approach

1. Focus on Interests (*Why* you want it), not Positions (*What* you want)
2. Know your BATNA (Best Alternative to a Negotiated Agreement)
3. Invent Options for Mutual Gains
4. Use Objective Criteria
5. Build Relationships Along with Agreements
6. Use Joint Fact Finding





Thank you!

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