

UNESCO/APC MULTIMEDIA TRAINING KIT

Planning sheets: Cooperative problem solving

Developed by: Search for Common Ground

1. **The Issue:** Here is the problem as we see it:

2. **Interests:** Here are our interests and the other party's possible interests (i.e., underlying needs, concerns, hopes, fears, motivations):

OUR INTERESTS	THEIR POSSIBLE INTERESTS

After listing all the interests, mark each with an "S" (shared, similar), "D" (different), or "C" (conflicting, opposing).

7. **Questions We Could Ask** to find out what the other party's interests are:

Guidelines: "What" questions are better than "Why" questions.

Examples:

- a. "What do you want to have happen?"
- b. "What do you hope to accomplish?"
- c. "What concerns do you have?"
- d. "What problem are we trying to solve?"
- e. "What will it take for us to work together?"
- f. "What would need to happen for you to feel satisfied?"
- g. "What is the best-case scenario for you?"

8. **Agreement:**