

Negotiation Assistance for Chickasaw Indians and Monroe's Cabinet

The following questions might help students through the negotiation process:

1. What is your goal for the negotiation?

- **Win Win**
- **Win Lose**
- **Lose Lose**

2. Have you tried thinking like the “bird”? (your counterpart) What do you think they value?

- **Land**
- **Money**
- **Food supply**
- **Water supply**
- **Open spaces**

3. Have you considered creative packaging?

- **Term limits**
- **Tolls**
- **Fines**

4. During negotiations

- **Listen carefully to your counterpart.**
- **Explore why parts of your proposal are turned down by asking thoughtful follow-up questions.**
- **Be creative when building solutions. Don't be the barrier.**