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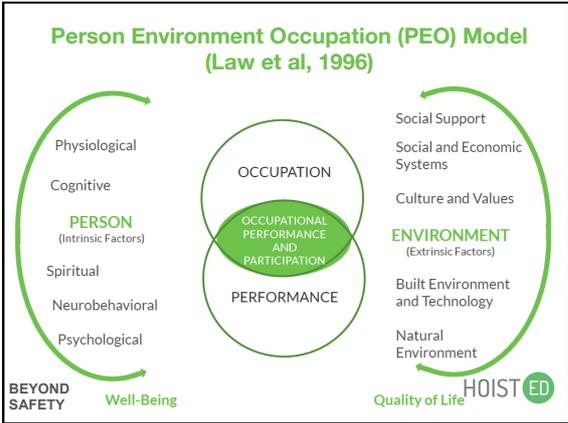
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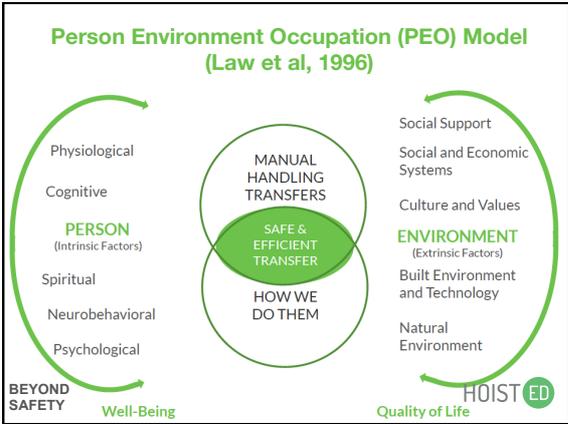
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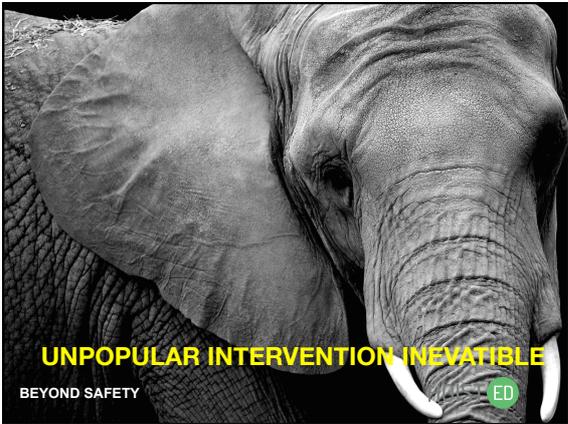
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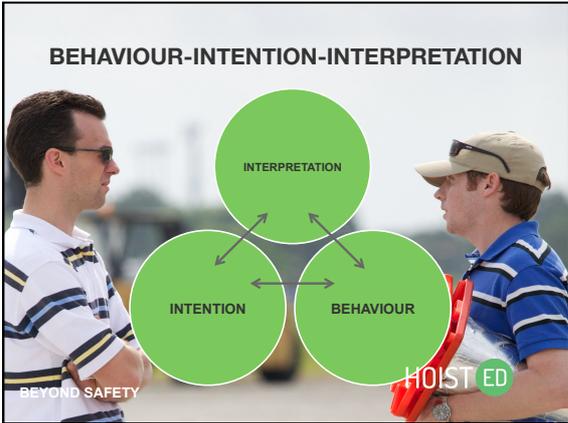
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**4 elements to negotiation** (Fisher & Ury, 1977)

<b>People:</b> Separate the people from the problem	<b>Options:</b> Generate a variety of possibilities before deciding what to do
<b>Interests:</b> Focus on interests, not positions	<b>Criteria:</b> Insist that the result be based on some objective standards

BEYOND SAFETY HOIST ED

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**FREUDS COUCH**

HOIST ED

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BEYOND SAFETY HOIST ED

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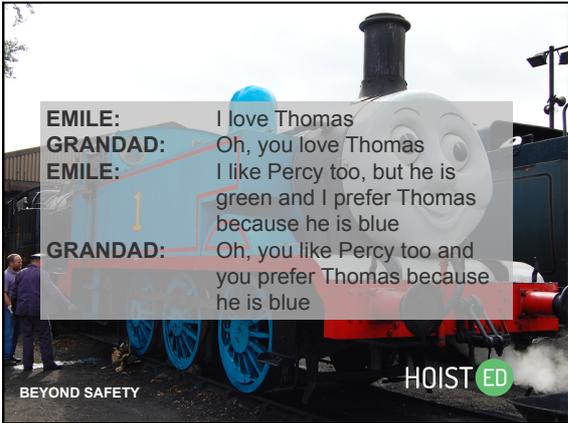
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**4 elements to negotiation** (Fisher & Ury, 1977)

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HOIST ED

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**OBJECTIVE MEASURE**

BEYOND SAFETY HOIST ED

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**TIMING**

HOIST ED

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