

Utah Valley State College
Preparation for Mediation

1. What are my problems or issues to be addressed? Theirs?
2. What are my goals and needs? Theirs?
3. Which goals and needs are most important to me? To them?
4. What common ground is there between us?
5. What possible concessions can I make?
6. What are possible options for resolution?
7. What do I need to know in order to understand their interest?
8. What do they need to know in order to understand my interests?
9. What are my alternatives if there is not a negotiated resolution? Thiers?

