

# 5 Tips for Reaching a Win-Win Solution



Shifting the Mindset

## Lead with Curiosity

Focus on what the other party actually needs rather than their stated demands.



## Anchor in Shared Goals

Start by naming common ground to collaboration instead of competition.



## Separate the Person from the Problem

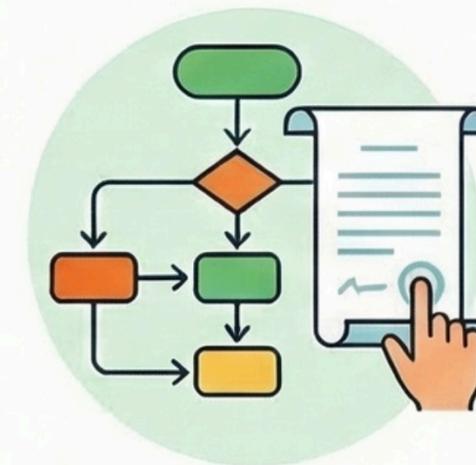
Attack the issue together to shift the dynamic from adversarial to allied.

Building the Agreement



## Exchange Value, Don't Compromise

Trade items that cost you little but the other side values highly.



## Offer Options, Not Ultimatums

People are more likely to commit

