

Interests	Alternatives	Options	Legitimacy	Commitment	Relationship	Communication
<i>Ours</i>	<i>Ours</i>	<i>To Maximise Value</i>	<i>To Promote My Options</i>	<i>Purpose of Meeting</i>	<i>Current Behaviours</i>	<i>Opening Statements</i>
				<i>Product of Meeting</i>		
				<i>Who Has Authority to make Decisions</i>		
<i>Theirs</i>	<i>Theirs</i>	<i>Potential Options I'll Refuse</i>	<i>To Challenge Options</i>		<i>Preferred Behaviours</i>	<i>Questions to Ask</i>
				<i>Agenda and Issues to be Discussed</i>		
				<i>Time for the Meeting</i>		