

C2C

Coast to Coast
Climate Challenge

Partnerskabsmøde

Connective Negotiation

Baggrund

Der var engang en mand i Glasgow (ECCA 2017), der hed Karsten - P2 Karsten faktisk



Han fortalte om Mutual Gains Approach, som er en forhandlingsmetode - udviklet på Harvard.



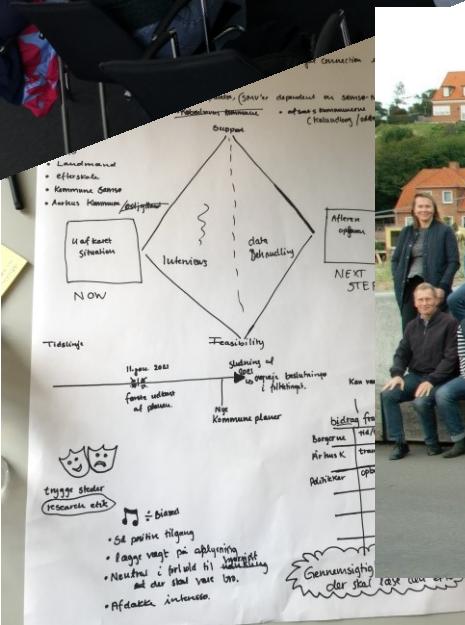
P2- Karsten Schipperheijn

“Even experienced negotiators often make the mistake of treating important talks as a win-lose negotiation”

“But when both sides are satisfied with their agreement, the odds of a long-lasting and successful business partnership are much higher”



Undervisning i Klimatorium



Connective Negotiation



DEFINITION

Participants choosing for ‘connective negotiation’ want to reach an **agreement** that can be **executed** and has **for every participant more value** compared to if that agreement would not have been reached and where the **relationship** between participants is strengthened

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5 ESSENCES OF CONNECTIVE NEGOTIATION



1. Focus on interests, not positions



2. Create value (enlarge the pie)



3. Know your BATNA (Best Alternative to a Negotiated Agreement)



4. Work on sustainable relationships, building trust



5. Joint fact finding

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Fokusere på interesser - ikke positioner

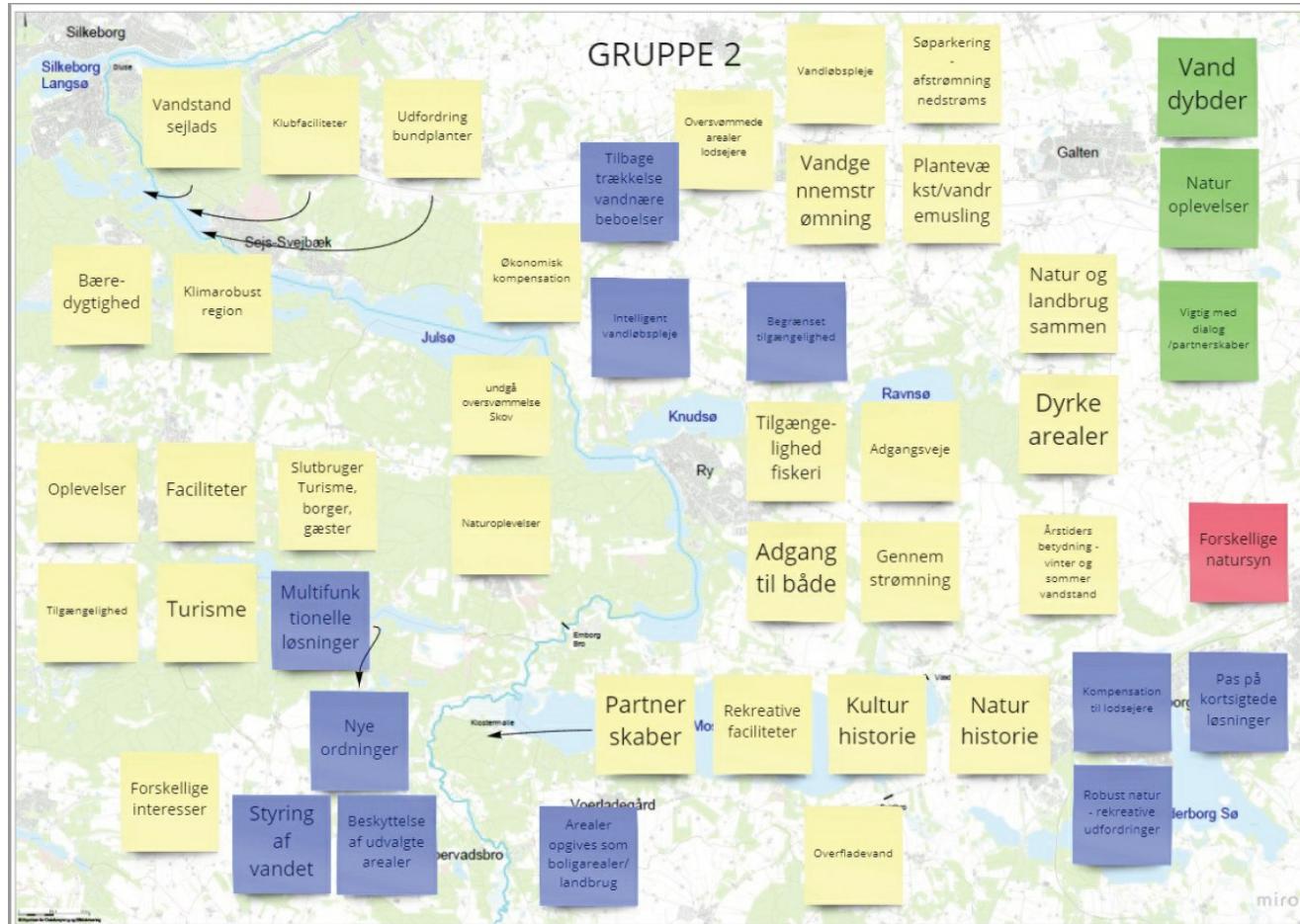
Lodsejer: Jeg vil gerne have grødeskæring og finde en kompensation for de oversvømmede områder ved Gudenåen (position)

- Hvorfor? Fordi min grund stod under vand – og det gjorde at jeg mistede tid, fik stress, jeg er nervøs for værdien af mit hus i fremtiden og at dette har påvirket mit familieliv. (interesser bag position)

Lystfisker: Jeg er imod grødeskæring og opgravning af sand (position)

- Hvorfor? Fordi det skader biodiversiteten i åen, forringer habitater og det vil ødelægge den natur jeg nyder som lystfisker (interesser bag position)

Fokusere på interesser - ikke positioner



ESSENCE 2: ENLARGE THE 'PIE'

- > Create as much added value as possible
- > Search for creative solutions
- > A larger pie is easier to distribute

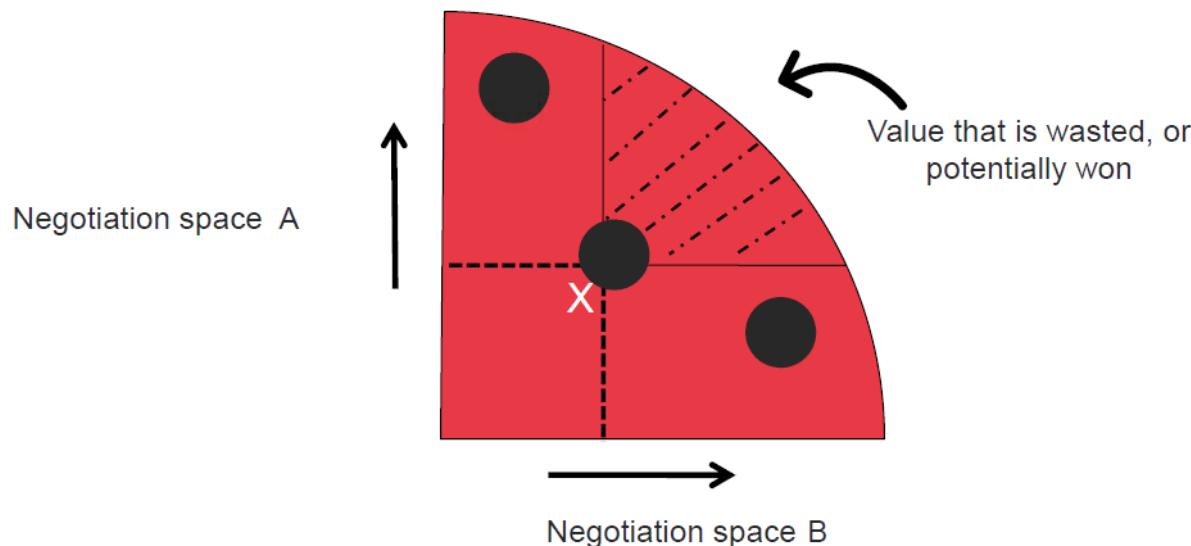


Enlarge the 'pie'



THE PIE CAN BE BIGGER

Some options are better

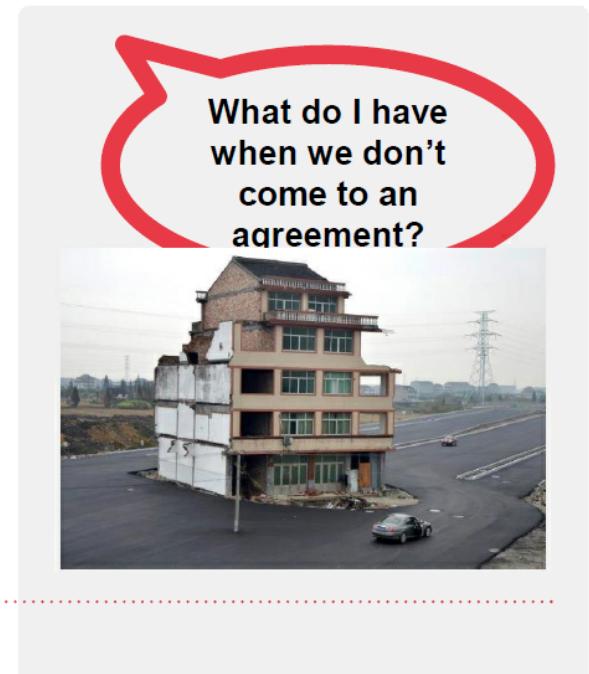


The pie can be bigger



ESSENCE 3: BATNA WHAT CAN YOU DO WITHOUT AN AGREEMENT?

- > Best Alternative to a Negotiated Agreement
- > When am I better off without an agreement?
- > Or: when we don't come to an agreement, what do I have?
- > Important to know your own BATNA - and theirs



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ESSENCE 4: JOINT FACT FINDING

- > You share information that you need for a final decision with all parties
- > You develop knowledge together
- > Joint fact finding may be required throughout the process: from exchanging existing reports during preparation to examining possible options and the feasibility of various options later in the process
- > Information and knowledge are unambiguously written down



ESSENCE 5: BUILDING SUSTAINABLE RELATIONSHIPS

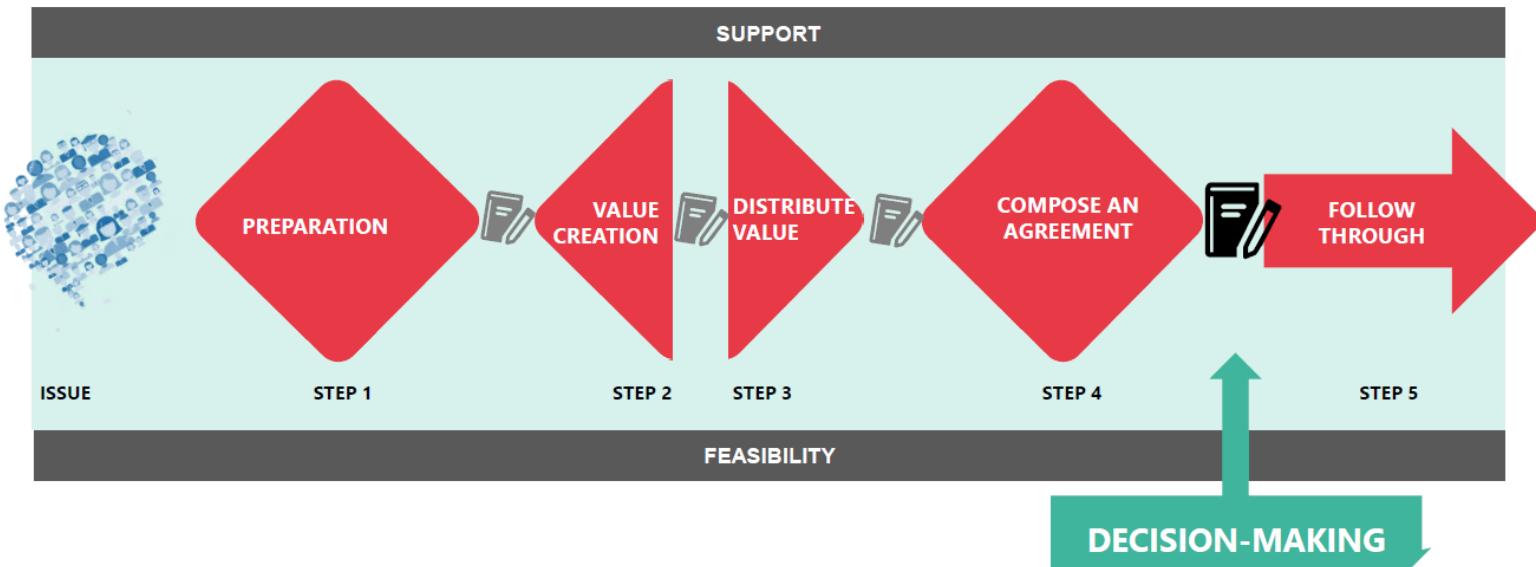
There are six key pillars to build on this essence:

- > Listen
- > Care
- > Accept
- > Respect
- > Trust
- > And..... smile



Proces

Decision-making in an MGA process



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