Building a House

Now you are ready to come up with a solution together with your partner. Remember to think about this like building a house that both people want to live in. Instead of just splitting one piece of wood, we will build the house out of different pieces, which together create a win-win solution.

This means putting in our ideas from brainstorming that meet both people’s interests and get past any roadblocks. In the Esther & Cecilia role-play, brainstorming allowed Esther & Cecilia to find an agreement that met both their interests (you can refer back to the agreement that was reached in the Esther & Cecilia roleplay).

You need to build in the things you both need in the house, the interests you have in common—this is like the foundation. And you definitely want to put in things that you need—that meet your interests. Otherwise, you will not want to live in the house!

But, you have to remember that your “house” has to have things in it that the other person wants too—otherwise, why would they want to live in the house?

To make sure our house does all of these things, we should use our negotiation steps as a “checklist.” We will do this tomorrow, when we will bring together all the negotiation steps to reach an agreement (and build our house).