

The Win-Win Waltz Worksheet

From **The Power of Two**, Susan Heitler, Ph.D.

STEP 1: EXPRESS INITIAL IDEAS

A's Initial solution ideas

B's Initial solution ideas

STEP 2: EXPLORE UNDERLYING CONCERNS

- _____
Specifics

- _____
Specifics

- _____
Specifics

- _____
Specifics

- _____
Specifics

- _____
Specifics

STEP 3: CREATE a WIN-WIN SOLUTION, responsive to all the concerns

Solution Options

1. Start by identifying the most strongly felt concerns.
2. Build the solution set initially around the most strongly felt concern, adding enhancements to this basic plan until all the concerns are responded to in the plan.
3. Each participant verbalizes what s/he (not the other) might offer toward the solution.

A's initial solution with modifications so that it is a win-win solution set:

B's initial solution with modifications so that it is a win-win solution set:

New plan altogether:
