

NEGOTIATION TEMPLATE



NEGOTIATION IN AGRICULTURE

Issues to Address	Interests to Consider	Potential Solutions
ISSUE #1:	INTEREST #1.1:	SOLUTION #1.1-A:
		SOLUTION #1.1-B:
		SOLUTION #1.1-C:
	INTEREST #1.2:	SOLUTION #1.2-A:
		SOLUTION #1.2-B:
		SOLUTION #1.2-C:
	INTEREST #1.3:	SOLUTION #1.3-A:
		SOLUTION #1.3-B:
		SOLUTION #1.3-C:
ISSUE #2:	INTEREST #2.1:	SOLUTION #2.1-A:
		SOLUTION #2.1-B:
		SOLUTION #2.1-C:
	INTEREST #2.2:	SOLUTION #2.2-A:
		SOLUTION #2.2-B:
		SOLUTION #2.2-C:
	INTEREST #2.3:	SOLUTION #2.3-A:
		SOLUTION #2.3-B:
		SOLUTION #2.3-C:
ISSUE #3:	INTEREST #3.1:	SOLUTION #3.1-A:
		SOLUTION #3.1-B:
		SOLUTION #3.1-C:
	INTEREST #3.2:	SOLUTION #3.2-A:
		SOLUTION #3.2-B:
		SOLUTION #3.2-C:
	INTEREST #3.3:	SOLUTION #3.3-A:
		SOLUTION #3.3-B:
		SOLUTION #3.3-C:
ISSUE #4:	INTEREST #4.1:	SOLUTION #4.1-A:
		SOLUTION #4.1-B:
		SOLUTION #4.1-C:
	INTEREST #4.2:	SOLUTION #4.2-A:
		SOLUTION #4.2-B:
		SOLUTION #4.2-C:
	INTEREST #4.3:	SOLUTION #4.3-A:
		SOLUTION #4.3-B:
		SOLUTION #4.3-C:

RESOURCES:

Hewlett, J.P. - University of Wyoming, H. Tejada - University of Idaho, K.B. Fuller - Montana State University, and P. Hatzenbuehler – University of Idaho. “Guide to the Negotiation Template.” Negotiation in Agriculture | Western Extension Committee. NIA-20210318.01. [Negotiation.FarmManagement.org](https://www.westernextension.org/negotiation-farmmanagement). March, 2021.

Tejada, H. - University of Idaho, J.P. Hewlett - University of Wyoming, K.B. Fuller - Montana State University, P. Hatzenbuehler – University of Idaho and S. Sand - University of Hawai'i. “Preparing a Negotiation Template.” Negotiation in Agriculture | Western Extension Committee. NIA-20210317.01. [Negotiation.FarmManagement.org](https://www.westernextension.org/negotiation-farmmanagement). March, 2021.

Negotiation in Agriculture | Western Extension Committee. [Negotiation.FarmManagement.org](https://www.westernextension.org/negotiation-farmmanagement).

Negotiation in Agriculture offers a series of guides and other educational materials to assist those involved in agricultural operations find solutions where perspectives differ. Settings may include a diverse range of situations: working out the terms of a lease, establishing an agreement for a crop-share, or resolving a point of contention. Negotiation in Agriculture is a joint effort of the Western Extension Committee, an association of Extension professionals in the 13 western states.

For more information see: [Negotiation.FarmManagement.org](https://www.westernextension.org/negotiation-farmmanagement).

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To learn more, see:
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