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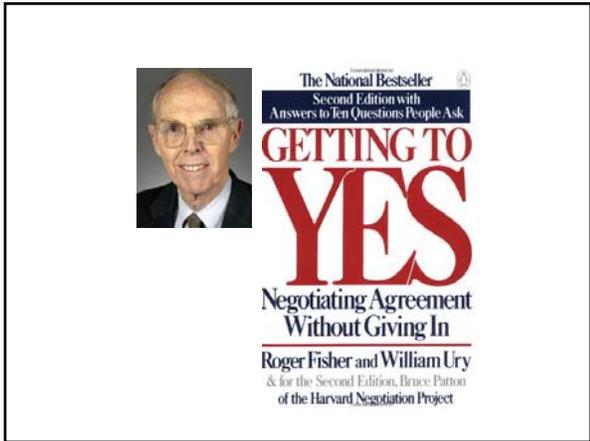
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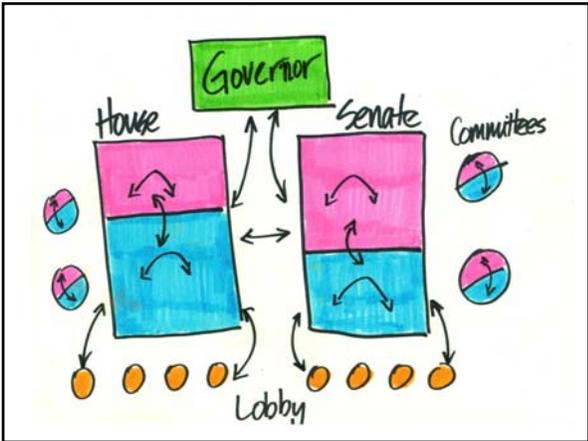
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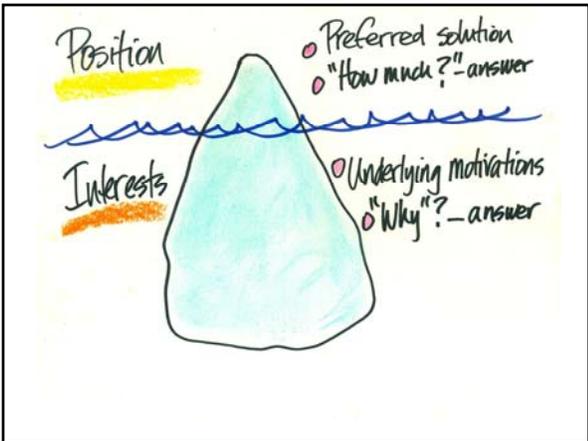
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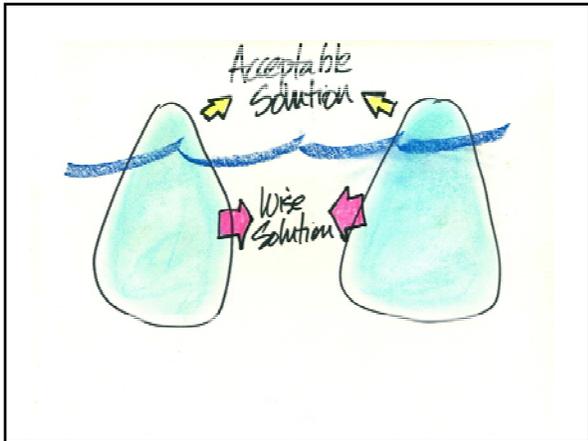
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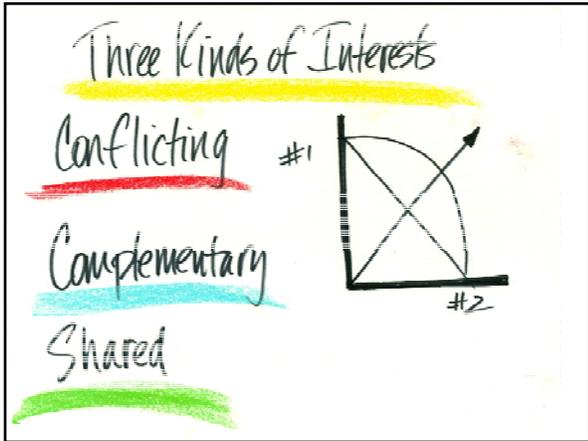
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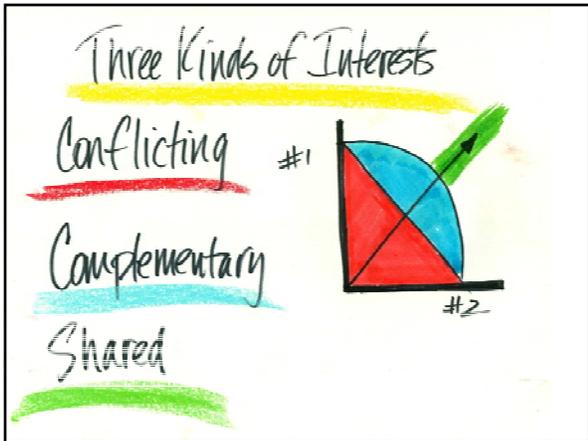
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### 5 Tools for Finding Joint Gain

- Interests before positions
- Trade across differences
- Fair process norms
- Objective criteria
- Trust through authentic communication

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### Legislative Process

- Bill introduction
- Public Hearing
- Committee Action
- Floor Action
- Conference Committee
- Governor



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### Creative Problem Solving Process

- Convene
- Define Problem
- Invent Solutions
- Evaluate solutions
- Action Plan
- Implementation



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Consensus Building Process

- Convene
  - Assign Roles, Responsibilities
  - Deliberate
    - Problem definition
    - Option development
    - Nominate standards
    - Single Text Procedure
  - Decide
  - Implement

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Process Comparison

Stakeholders at table	Stakeholders by Proxy
Talk early	Talk late
Process manager	Authority figure
Agree on process	Ad hoc process
Begin with problem	Begin with solution

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Process Comparison cont'd.

Survey interests	Survey positions
Invent multiple options	Narrow options
Evaluate options	Debate
Search for joint gain	Search for midpoint
Goal: consensus	Goal: majority

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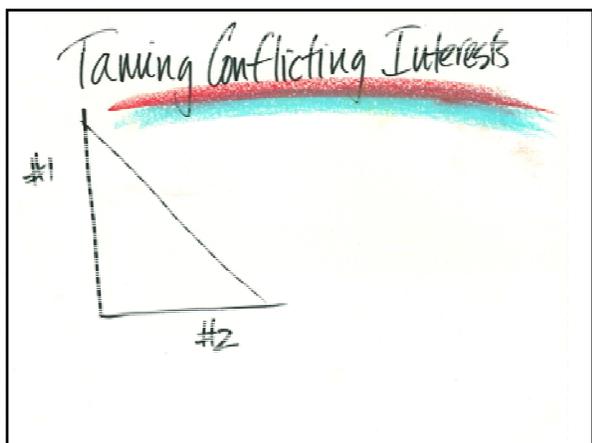
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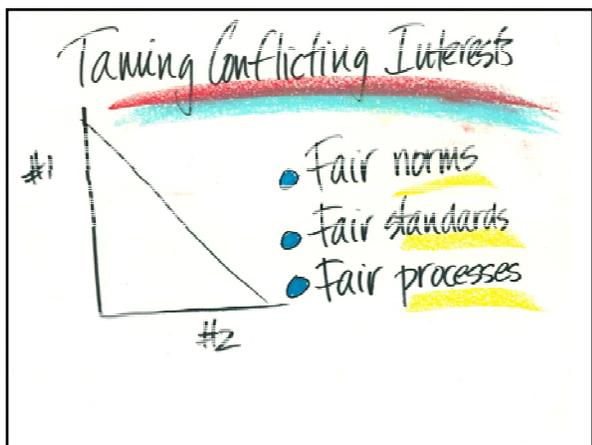
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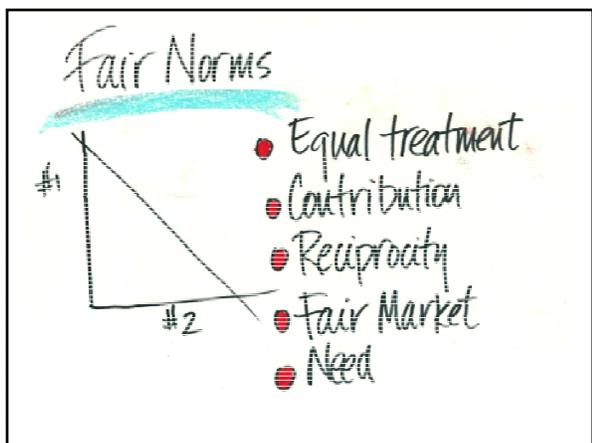
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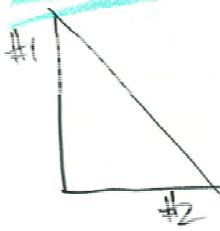
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### Fair Standards



- Appraisal
- Tax value
- New minus depreciation
- Comparable sales
- Replacement
- Precedent

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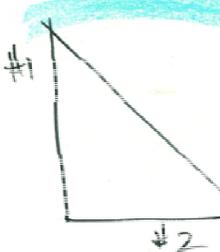
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### Fair Process



- Mediation
- Arbitration
- Divide and Choose
- Random selection
- Fair division procedures

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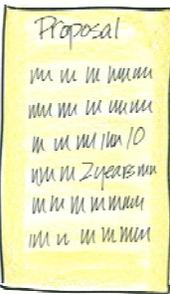
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### Single Text Procedure



- Prepare preliminary draft
  - Invite criticism
  - Brainstorm options
  - Consider contingencies
- Redraft, repeat as necessary
- Ask for commitments

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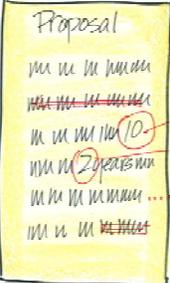
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Proposal



Single Text Procedure

- Prepare preliminary draft
- Invite criticism
- Brainstorm options
- Consider contingencies
- Redraft, repeat as necessary
- Ask for commitments

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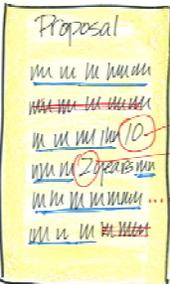
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Proposal



Single Text Procedure

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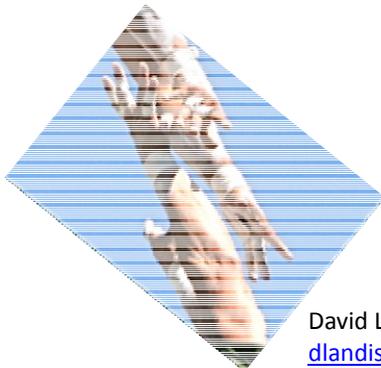
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David Landis  
[dlandis2@unl.edu](mailto:dlandis2@unl.edu)

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