

Beyond the Table

Infrastructure Development in Kampala, Uganda

Session Worksheets

PARTY	INTERESTS	BATNA

Stage of Negotiation	Barriers
3-D	
2-D	
1-D	

Stage of Negotiation	Strengths
3-D	
2-D	
3-D	

Stage of Negotiation	Actions Taken
3-D	
2-D	
1-D	

