

November 27, 2023, 12:00 – 1:00 Webinar

## Shifting Focus - Working with Interests

### Program Outline

HOSTS: Katherine Miller and Melanie Rowen

12:00 PM – Welcome

12:05 PM – Why working with Interests can feel challenging, and how the Interests framework might be useful in contexts other than mediating with parties

12:10 PM - Review and discussion of the Interests framework within the “V”

1. Eliciting Interests as part of Defining the Problem (or, whether in mediation or not, what we might call “having an interests conversation”)
  - a. Basic approach
  - b. How to handle it when the person is unable to answer the question “why is X important to you?”
  - c. Inner work - being here now
2. Turning the corner at the bottom of the V
  - a. How do you know when you have enough?
    - i. The parties’ (or person’s) perspective
    - ii. Your own perspective
3. Framing Interests
  - a. We do this to make the interests useful
  - b. This framework is a way to back people off of intense conflict
  - c. How to handle/communicate with parties when you realize there are additional interests that haven’t come out

12:45 PM – Questions and Group Discussion

12:55 PM - Closing