

Negotiations Issue Organizer

1	Topic	
2	Team issue manager/ Team Spokesperson	
3	Problem to be solved <i>Frame this around:</i> <ul style="list-style-type: none"> - student & classroom - family & community - problems that the district acknowledges 	
4	Member stories that explain the problem <i>Member experiences that illustrate the problem and the need for a solution</i>	
5	Student, family, or community stories that explain the problem <i>Stakeholder experiences that illustrate the problem and the need for a solution</i>	
6	Local value statement <i>What our local believes in and values that drive this proposal</i>	

Negotiations Issue Organizer

7	<p>Questions to members about the solution that they believe best addresses the problem <i>How will negotiators know that the proposal meets members' needs and goals?</i></p>	
8	<p>Options <i>Ideas and ways that this problem could be tackled</i></p>	
9	<p>Proposal <i>The language that we want to put in the contract</i></p>	
10	<p>Research <i>Data that supports the proposal</i></p> <ul style="list-style-type: none"> - <i>Financial data showing affordability of the proposal</i> - <i>Sample contract language + source</i> - <i>Demographic data about staff / students</i> - <i>Comparative data</i> 	
11	<p>Rationale <i>Why our demands make sense, ideally addressing the district's self-interest.</i></p>	

Negotiations Issue Organizer

12	Fall-back position <i>Language or parameters for compromise</i>	
13	Bottom line <i>What we must see in order to get a win on this issue</i>	
14	Notes To be taken during negotiation sessions	
15	TA Date When was an agreement reached with the district	