# Negotiations Issue Organizer

<table>
<thead>
<tr>
<th></th>
<th>Topic</th>
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<tbody>
<tr>
<td>2</td>
<td>Team issue manager/ Team Spokesperson</td>
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| 3 | Problem to be solved  
   - student & classroom  
   - family & community  
   - problems that the district acknowledges |
| 4 | Member stories that explain the problem  
   Member experiences that illustrate the problem and the need for a solution |
| 5 | Student, family, or community stories that explain the problem  
   Stakeholder experiences that illustrate the problem and the need for a solution |
| 6 | Local value statement  
   What our local believes in and values that drive this proposal |
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| **7** | Questions to members about the solution that they believe best addresses the problem  
How will negotiators know that the proposal meets members’ needs and goals? |   |
| **8** | Options  
Ideas and ways that this problem could be tackled |   |
| **9** | Proposal  
The language that we want to put in the contract |   |
| **10** | Research  
Data that supports the proposal  
- Financial data showing affordability of the proposal  
- Sample contract language + source  
- Demographic data about staff / students  
- Comparative data |   |
| **11** | Rationale  
Why our demands make sense, ideally addressing the district’s self-interest. |   |
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| **12** | **Fall-back position**  
  *Language or parameters for compromise* |
| **13** | **Bottom line**  
  *What we must see in order to get a win on this issue* |
| **14** | **Notes**  
  *To be taken during negotiation sessions* |
| **15** | **TA Date**  
  *When was an agreement reached with the district* |