

Negotiating for the Public Good

(Development Agreements and Dispute Resolution)

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Understanding the Other Side

The landowner view of the world:

- Need it done NOW!
- Focus on maximizing \$\$\$
- Practical
- Everyone for themselves
- Push for the most.
- Focus on THIS deal
- RISK taker
- I'm the good guy

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Understanding the Other Side

The local government view of the world:

- Better to delay and let there be more process
- Focus on Public Interest over \$\$\$
- CYA (cover your aspects)
- Don't take advantage of us
- Fairness
- Focus on Future Precedent
- ~~RISK~~ adverse.
- I'm the good guy.

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Understanding the Other Side

Who has the moral high ground?

Who has the White/Black Hat?

Who is being difficult?

Different personality types!

Different viewpoints!

Successful negotiation is a challenge!

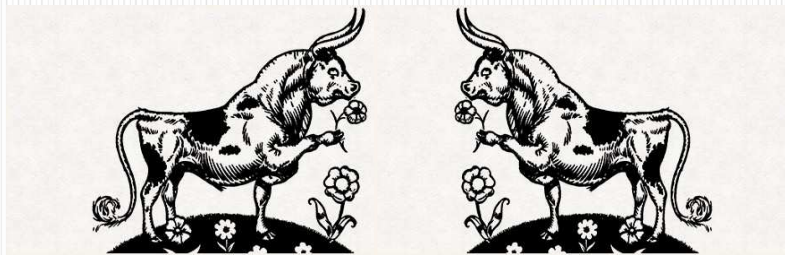
Two situations:

- Development Agreements
- Regulatory Disputes

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