

Name _____
Date _____

Interests, Positions, Needs, and Values

1. What are interests?								
2. Using the context of the article, what does Michelle Maiese mean by “position”?								
4. Why do some negotiators try to focus on interests rather than positions?								
Maiese includes a helpful example of a conflict between a country and its minority population that wants freedom.								
5. What are the positions of the two sides?								
6. What are the interests of the two sides?								
7. How do the needs and interests differ?								
8. Why do some people think that needs and values should be treated differently than interests in conflicts?								
Write out the positions, interests, and values/needs of the two following conflicts:								
<table border="1"><thead><tr><th></th><th>Position</th><th>Interests</th><th>Values/Needs</th></tr></thead><tbody><tr><td>Gay Activist</td><td>Gay marriage should be legalized</td><td>Wants equal rights and benefits</td><td>Needs legal protection to ensure equal treatment</td></tr></tbody></table>		Position	Interests	Values/Needs	Gay Activist	Gay marriage should be legalized	Wants equal rights and benefits	Needs legal protection to ensure equal treatment
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Gay Activist	Gay marriage should be legalized	Wants equal rights and benefits	Needs legal protection to ensure equal treatment					
9. American troops in Iraq								
10. Activists against death penalty								