



RESOURCE

Interest-Based Negotiation: Increasing Satisfaction Levels among Critical Stakeholders

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Description / Abstract

In an environment of competing demands for limited resources from critical stakeholders, government finance officers need to pay attention to not only what they negotiate, but also how they negotiate. This article presents some basic elements of an Interest-based Negotiation Approach to increase stakeholder satisfaction levels in terms of the agreement, the relationship among the parties, and the process itself.

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