Prep-Sheet Before Entering a Challenging IEP Team Meeting

**My Interests**
What I really care about. My wants, needs, concerns, hopes, and fears.

1.  
2.  

**Their Interests**
What I think they really care about. Their wants, concerns, hopes, and fears. (Note: Each person around the IEP table may have different interests.)

1.  
2.  

**Legitimacy**
External standards or precedents that might convince one or both of us that a proposed agreement is fair.

1.  
2.  

**Options**
Possible agreements that we might reach.

1.  
2.  

**My Walking Away Alternative(s)**
What can I do if I walk away without agreement? Which is the Best? What would I really do?

1.  
2.  

Concepts are from *Getting To Yes* Workbook by Roger Fisher and William Ury visit [purchinconsulting.com](http://purchinconsulting.com) for additional copies of this worksheet