

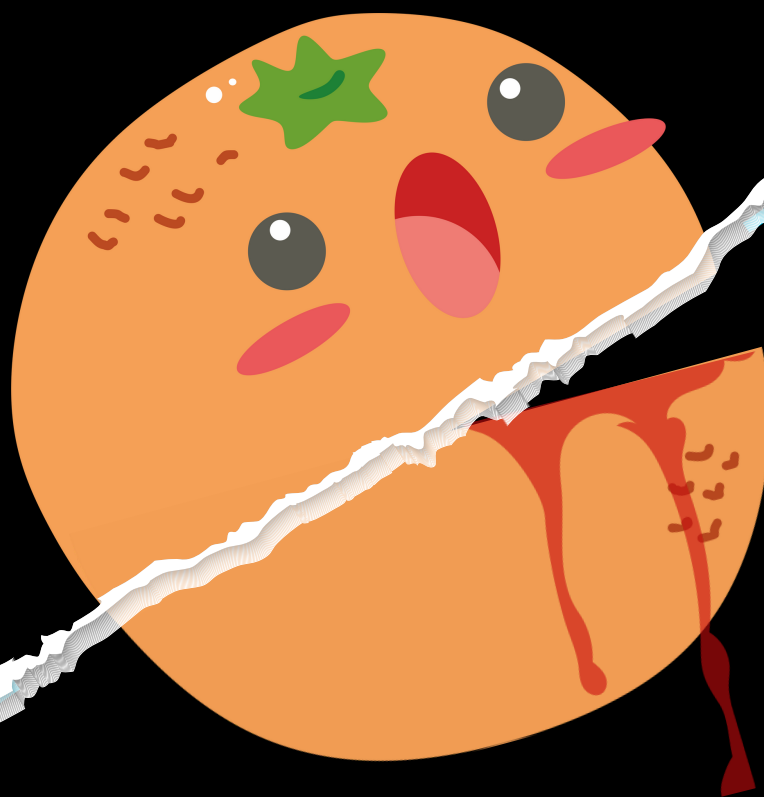
Interest-based negotiation

ROGER FISHER'S ORANGE

The Pulp

Each side wants something related to the orange.

The easiest position to adopt is that "*I want the orange*".



From this *position* - a compromise is splitting the orange.

This is a terrible outcome for both; so they won't change.

The Rind

But neither's *interest* is in conflict. Interest-based negotiation from both sides would have resulted in each party getting what it wanted.