



Purpose

This list of process-related questions helps you develop a negotiation strategy. It can be used in multiple phases of your work efforts, including community engagement, as well as in developing your negotiation strategy.

Topic area	Notes
<p>1 What are the goals and objectives for the negotiations?</p> <p>Last discussed on</p> <p><input type="text" value="Date"/></p> <p>Status</p> <p><input type="text"/></p> <p>Consensus</p> <p><input type="text"/></p>	<p>-</p>
<p>2 What are the Guiding Principles of your negotiations?</p> <p>What Guiding Principles do you want included in the CBA?</p> <p>Last discussed on</p> <p><input type="text" value="Date"/></p> <p>Status</p> <p><input type="text"/></p> <p>Consensus</p> <p><input type="text"/></p>	<p>-</p>

3	<p>What are the key decision points and moments of most significant influence (e.g., regulatory approvals)?</p> <p>What are the regulatory requirements, and how can they affect leverage?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-
4	<p>Is there a role for a trustworthy local or regional agency to facilitate negotiations or serve as a fact-checker?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-

5	<p>Who do you envision being on your negotiating team and their negotiating team?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-
6	<p>How can the information from a SWOT analysis and/or Power Map be effectively used in the Negotiation Strategy?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-
7	<p>Are there definitions or terms that should be included in the CBA or considered during the negotiations?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-

8	<p>What language(s) will the documents need to be translated into?</p> <p>Will interpretation be necessary for community meetings and/or negotiations?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text"/></p> <p>Consensus <input type="text"/></p>	-
9	<p>How will the fence-line communities remain engaged, informed, and provide ongoing input?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text"/></p> <p>Consensus <input type="text"/></p>	-
10	<p>Is there clarity around the definition of the Project and potential impacts?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text"/></p> <p>Consensus <input type="text"/></p>	-

11	<p>What geographic areas and demographic groups are impacted?</p> <p>Do you have data in an easily presented form to illustrate this?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-
12	<p>How do you envision the different aspects of the agreement will be implemented?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-

13	<p>What timelines are anticipated?</p> <p>When should the agreement become effective, and when should it terminate?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text"/></p> <p>Consensus <input type="text"/></p>	-
14	<p>What information in the CBA should be confidential?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text"/></p> <p>Consensus <input type="text"/></p>	-
15	<p>How will monitoring and reporting take place?</p> <p>How will this information be shared with the community?</p> <p>What role will local governments play?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text"/></p> <p>Consensus <input type="text"/></p>	-

16	<p>What should happen if unforeseen circumstances prevent someone from fulfilling a contract?</p> <p><i>Research what happens to the requirements placed on the projects as a condition of receiving their license or permit to operate.</i></p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-
17	<p>What should happen if the project is not completed?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-
18	<p>What should happen if the project is sold to another entity during the term of the CBA?</p> <p>Last discussed on <input type="text" value="Date"/></p> <p>Status <input type="text" value=""/></p> <p>Consensus <input type="text" value=""/></p>	-

19	<p>What should happen when the facility is decommissioned, closed, and post-closure occurs after the conclusion of the CBA?</p> <p>Last discussed on</p> <p><input type="text" value="Date"/></p> <p>Status</p> <p><input type="text" value=""/></p> <p>Consensus</p> <p><input type="text" value=""/></p>	-
20	<p>What should happen if one or more provisions of the CBA are found to be unenforceable or cannot be implemented due to no fault of the developer or owner?</p> <p>Last discussed on</p> <p><input type="text" value="Date"/></p> <p>Status</p> <p><input type="text" value=""/></p> <p>Consensus</p> <p><input type="text" value=""/></p>	-