



Arguing to Negotiate

When you argue to negotiate, you explore differences of opinion with the goal of reaching agreement or compromise. An argument to negotiate typically comes into play when arguments to convince or to persuade have failed. When arguing to negotiate, both sides must listen to and try to understand the opposing point(s) of view. In doing so, an argument to negotiate sometimes becomes an argument of inquiry, as each side strives to achieve a greater understanding of the issues and points of view at hand.

DIRECTIONS: Identify each side of the argument and complete the organizer.

Sides of the Argument	What emotional commitments support this case?	What values support this case?
#1:		
#2:		

Can you identify any areas in which both sides might agree?
