Interest-Based Negotiation - Getting to Underlying Interests

What it sounds like to explore underlying interests (probing questions):
1. Why is that important to you?
2. What are the key things you need from an agreement?
3. What are your concerns?
4. What do you [fear or hope] will happen if...?
5. What will your [solution, proposal, suggestion] help you accomplish?
6. Can you say a little bit more about that?
7. What do you mean by that?
8. Can you give an example of what you mean?
9. Could you clarify how you came to that view?
10. Could you restate that in a different way?

Further exploring interests
1. You’ve mentioned [X] and [Y] and [Z] as things that matter to you... among these, which is most important?
2. Would you prefer [X] or [Y]?
3. Could you live equally with [option X] and [option Y]?
4. Would we be moving in the right direction if...?
5. What are some new ideas that you think everyone can live with?
6. What are the major points of agreement and disagreement?
7. What issues need to be resolved? Can be resolved? How?
8. What should be the next steps?
9. What do you think is the starting point of the next discussion?