



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?*