

Commonality Understanding Plan (C.U.P)

This very simple strategy creates a strong framework for both negotiation and clear agreed outcomes. It can be used for both small and large issues.

1. Commonality	2. Understanding	3. Plan
We both want... (state outcome)	I understand that... (express what you know about their needs) You understand that... (express what your needs are)	Let's make a plan 1. 2. 3. Use a 3-step plan as Your baseline



Establish Commonality

Clearly state what the commonality is.

Starting with 'we both want' is **key**

"We both want this sale to go through"

"We both want this work to be completed"

"We both want what's fair and reasonable"

Establish a clear mutual understanding

Use clear short statements to establish understanding. If you need to repeat the process add in other 'understandings' to make your point. This mutuality is crucial

Plan

Again make this clear and to the point

A 3-step works really well and should always be your starting point.

Repeat

Stick to the framework even if the other person diverts off in another direction

This takes some focus but with practice it works!

Task

Practice this once a week with different scenarios until you are an expert

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