Interest-Based Bargaining (IBB)
Norms for Collaboration

Examples

Some IBB teams use bullet points to express their norms:

♦ Be a good listener
♦ One speaker at a time
♦ Commitment to meetings
♦ Deal with Issues, not personalities
♦ Maintain commitment to IBB process

Some IBB teams use phrases or sentences to express their norms:

♦ Meetings will start and end on time, with members responsible for attendance and for focusing on the IBB process during meetings.
♦ Members will strive to understand others as opposed to convincing, will make an effort to hear from everyone, be creative, and open to change.
♦ Maintaining the Norms for Collaboration is everyone’s responsibility.

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