

Brief Solution-Focused Negotiation: Theory and Application

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Abstract : Brief Solution Focused Negotiation is a powerful conflict resolution tool. It can be applied in almost all dimensions of our social life, from politics to family. The initiative invites disputing parties to negotiate practical solutions to their conflict. The negotiation is conducted in a framework of rules, structure, and timeline. The paper presents a model of Brief Solution Focused Negotiation that rests on three pillars: Transformation – turning opposing parties into a negotiating cooperative; Practicality – focusing on practical solutions to a negotiable problem; Discovery – discovering key game changers. This paper introduces these three building blocks. It demonstrates the potential contribution of each one of them to negotiation success. It shows that an effective combination of these three elements has the greatest potential to build, maintain and successfully conclude Brief Solution Focused Negotiation.

Keywords : conflict, negotiation, negotiating cooperative, game changer

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