

HARVARD METHOD 4-STEP OS

Sourced from *Difficult Conversations*, Ch. 7

HARVARD METHOD · 4 PILLARS + BATNA

Fisher & Ury · DC Playbook Ch. 7

01 · DEFINE BATNA — BEFORE

Best alternative if this fails. Strengthen it before you negotiate.

Estimate theirs too.

02 · SEPARATE PEOPLE FROM PROBLEM

Collaborators attacking a mutual problem.

Hard on the problem, soft on the person.

03 · INTERESTS, NOT POSITIONS

Ask "why" behind every demand. Yours and theirs.

Interests overlap. Positions don't.

04 · GENERATE OPTIONS — BEFORE DECIDING

Brainstorm. Suspend judgment. Enlarge the pie.

10 minutes of generation before any evaluation.

05 · INSIST ON OBJECTIVE CRITERIA

Market data, precedent, benchmarks. Mutual evidence.

If they reject yours, ask what they'd find credible.

THE HUMAN FREQUENCY · FIND COMMON GROUND

PRINT INSTRUCTIONS

Fold this card in half along the horizontal center for a wallet-sized version, or print on cardstock and laminate for the fridge or office wall.

READ THE FULL PAGE

thehumanfrequency.net/human-os/harvard-method
For the mechanism, the protocol, and citations.