

Tero International Interest Chart

Think about your underlying interests and write them down in the chart provided. Ask the question “why?” five times to get to your underlying interests. Consider both short- and long-term interests and tangible and intangible interests.

Your Underlying Interests	
Tangible	Intangible
Short-Term	
Tangible	Intangible
Long-Term	

What are the underlying interests of the other party? Consider both short- and long-term interests and tangible and intangible interests. What underlying values influence these interests?

Their Underlying Interests	
Tangible	Intangible
Short-Term	
Tangible	Intangible
Long-Term	