

WBGR ADR INSTITUTE

ALTERNATIVE DISPUTE RESOLUTION · ESTABLISHED 2026

Facilitative Mediation Training

UNIT 3 · MODULE 1 RECORDING GUIDE

Generating Options and Interest-Based Negotiation

Slide-by-slide speaking points for recording this single module lecture video.

PROGRAM

Basic 40-Hour Facilitative Mediation Training

Instructor video lecture production guide · speaking points & recording script

UNIT 3: NEGOTIATION, IMPASSE AND AGREEMENT BUILDING — RECORDING CONTEXT
Generating Options and Interest-Based Negotiation

This module belongs to Unit 3: Negotiation, Impasse and Agreement Building. Option generation, caucus, impasse management, power balancing, and durable settlement drafting.

Before you record

- Record the Unit 3 welcome video and the other modules in this unit in the same session so the unit presents as one continuous lecture series.
- Follow the five-slide rhythm below; record the lecture video beside slide five after delivering the talking points.

UNIT 3 · MODULE 1**Generating Options and Interest-Based Negotiation**

Help parties move from fixed positions to practical options.

Slide 1 · Training Focus

Frame the module on camera and tell students what they will be able to do. Focus: Help parties move from fixed positions to practical options.

- Facilitate brainstorming without judging the ideas.
- Connect proposed options back to each party's interests.

Slide 2 · Core Talking Points

- Option generation expands choices before they are evaluated.
- Interest-based negotiation focuses on needs, not fixed positions.
- The mediator stays neutral while the parties weigh options.

Slide 3 · Mediator Language To Model

Demonstrate neutral, facilitative phrasing students can reuse:

- » “Let us list possibilities first and decide later — nothing is committed yet.”
- » “Which of these options comes closest to what you both need?”
- » “How would that idea work for each of you in practice?”

Slide 4 · Role-Play Practice

Students facilitate a two-minute option brainstorm and resist evaluating ideas too early.

Slide 5 » Student Checkpoint & Lecture Video

- Check for understanding: Can students separate generating options from judging them?
- Record the module lecture video here, walking through the talking points beside slide five.
- Remind students the module quiz unlocks after they mark this lecture video reviewed.