- What do you really need to achieve out of this today?

- If you achieved this, what would that mean for you?

- What do you need to **do** today to achieve this?

- What do you need to **say** to the other party to help to achieve this?

- What do you need to hear from the other party which would help you achieve this?

- What are your main concerns at this stage?

- What do you think are the other party's main concerns at this stage?

- Where might misunderstandings have arisen in the past?

- What do you think that the other party really needs out of this?

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- What do you think the other party needs to hear from you which will help to move you on to a realistic outcome for all concerned?

- What are the areas of common ground between the parties?

- What are the realistic options for sorting this out?

- If you are going to work together in the future, what needs to be done?

- If you are not going to work together in the future, what needs to be done?

- If you can't find a mutually acceptable solution, what will happen?

- What will be the consequences for you if this is not resolved?

- What do you think will be the consequences for the other party?

- Reflecting on these questions, what would be an outcome with which you can live?

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