

**Headquarters U.S. Air Force**

*Integrity - Service - Excellence*



**AFNC**  
AIR FORCE NEGOTIATION  
CENTER

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**Getting Started: Opening  
Statement Review**



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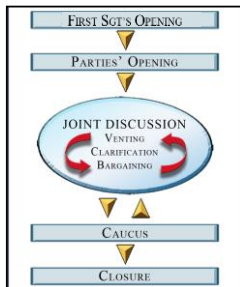
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**Opening Statements**

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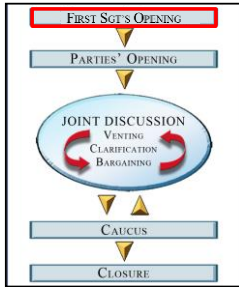
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# Opening Statements



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# Opening Statements



- Why do we want you to do an opening statement?



## IMPORTANT

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# Opening Statements



### OPENING STATEMENT

- \_\_\_ Thank both parties for being here!
- \_\_\_ Silence all electronic devices
- \_\_\_ Have you set aside sufficient time? (How much time?)
- \_\_\_ Self-Determination: Today I am NOT here to impose a decision!
- \_\_\_ I will attempt to maintain neutrality with regard to who is right/wrong
- \_\_\_ Your Role? Facilitate Discussion, their role (open communication)
- \_\_\_ Today, (You are empowered!)
- I will help guide the process / Assist with communication

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## Opening Statements



- Why do we want the parties to do an opening statement?



**IMPORTANT**

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## Opening Statements



- Opening Statement Exercise



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