

DISTINGUISHING INTERESTS FROM ISSUES

ANDERSON – Lawson

Anderson is an elderly person and the long-time owner of an attractive, well-maintained home. The home is near a commercially developed intersection, but it is well-screened and protected from this development by a stand of tall elm trees. The area in which the house is located has undergone significant residential as well as commercial development in recent years. Nevertheless, the large, protected lot has managed to retain its secluded, rural character during the thirty-five years that the Andersons have owned it.

Several times now, Anderson has put the house on the market and then taken it off again. This ambivalence results from several factors. The first is the fact that Mr(s). Anderson has lived in the house for thirty-five years, most of those years with her/his spouse until his/her death several years ago. The house is considerably larger than Anderson needs and s/he has doubts about being able to maintain the interior of the house as it should be. Assisted by a gardener, Anderson does enjoy puttering around in the yard and keeping a good-sized flower and vegetable garden. Because of failing eye-sight, Anderson is reluctant to drive and relies increasingly on public transportation to get around. There is no easy access to grocery or drug stores, however.

Anderson's health is good, and her/his income is adequate for maintaining her/his lifestyle, which is not extravagant. S/he does worry a little, though, about the increasing number of routine medical bills. None of Anderson's children live in the immediate area but s/he frequently has guests at the house to visit. Anderson particularly loves to have the grandchildren come and visit "grandpa(ma)'s house in the woods."

As a means of bringing in a little income and in order to keep active, Anderson does a little part-time work as an accountant in a local attorney's office. S/he also looks after neighborhood children on occasion and spends a lot of time doing yard and garden work. Even with the increase in traffic and people in the area, Anderson enjoys the sense of rural peacefulness which prevails at the family home.

YOU ARE ANDERSON: Think about your situation and determine what your self-interests are in this case and what specific issues need to be discussed in order to address your interests. Use Sections 1 and 2 on the attached grid to identify and record your self-interests (Section 1) and issues (Section 2). In Section 4 record your responses to Lawson's questions about your interests.

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LAWSON – Anderson

Lawson is a realtor. A new client is interested in the commercial development of the Anderson lot. The client's past projects have included modern mini-office complexes, commercial condominiums and the conversion of large, old homes into professional office suites.

When Lawson called s/he learned that Anderson had just withdrawn from the market again.

Lawson's client is looking for several properties in the general area which s/he would like to convert to commercial space. The Anderson lot is a primary choice among the various available locations s/he has looked at and analyzed. Lawson's client has had considerable success with similar projects in recent years and would like to begin another project in this same general area as soon as possible. This same client recently lost a good site to a high-bidding competitor in a neighboring town.

Lawson has just called Anderson, who has agreed to meet with him/her at his/her house tomorrow afternoon. Anderson indicated on the phone that s/he had received several offers for the house and property than s/he had received previously, but had decided against moving from the house for the time being. Anderson seems willing to meet tomorrow in order to show the house and hear (your) proposals.

YOU ARE LAWSON: These processes will prepare you for your meeting at the Anderson home tomorrow afternoon. Think about Anderson's situation and determine his/her specific interests that need to be discussed in order to satisfy his/her needs (Sections 1 and 2). Use Sections 3 and 4 to record the questions you would like to ask Anderson to identify his/her interests.