

# technical direction

## Giving Strategic Technical Direction

Use technical information to create a positive frame

**Help parties see opportunities through joint fact-finding.**

**Select studies at the beginning, studies should not evolve with the negotiation.**

**The study should be designed to answer a research question, not an inventory question.**

**Management objectives should be used to describe the alternatives you want to investigate and how the results should be presented.**

**Make the objectives practical.**

Identify the following:

**What problem do you want to resolve?**

**Is the problem values- or fact-based?**

**How will the study be conducted?**

**Who will conduct the study?**

**When will the study be conducted?**

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