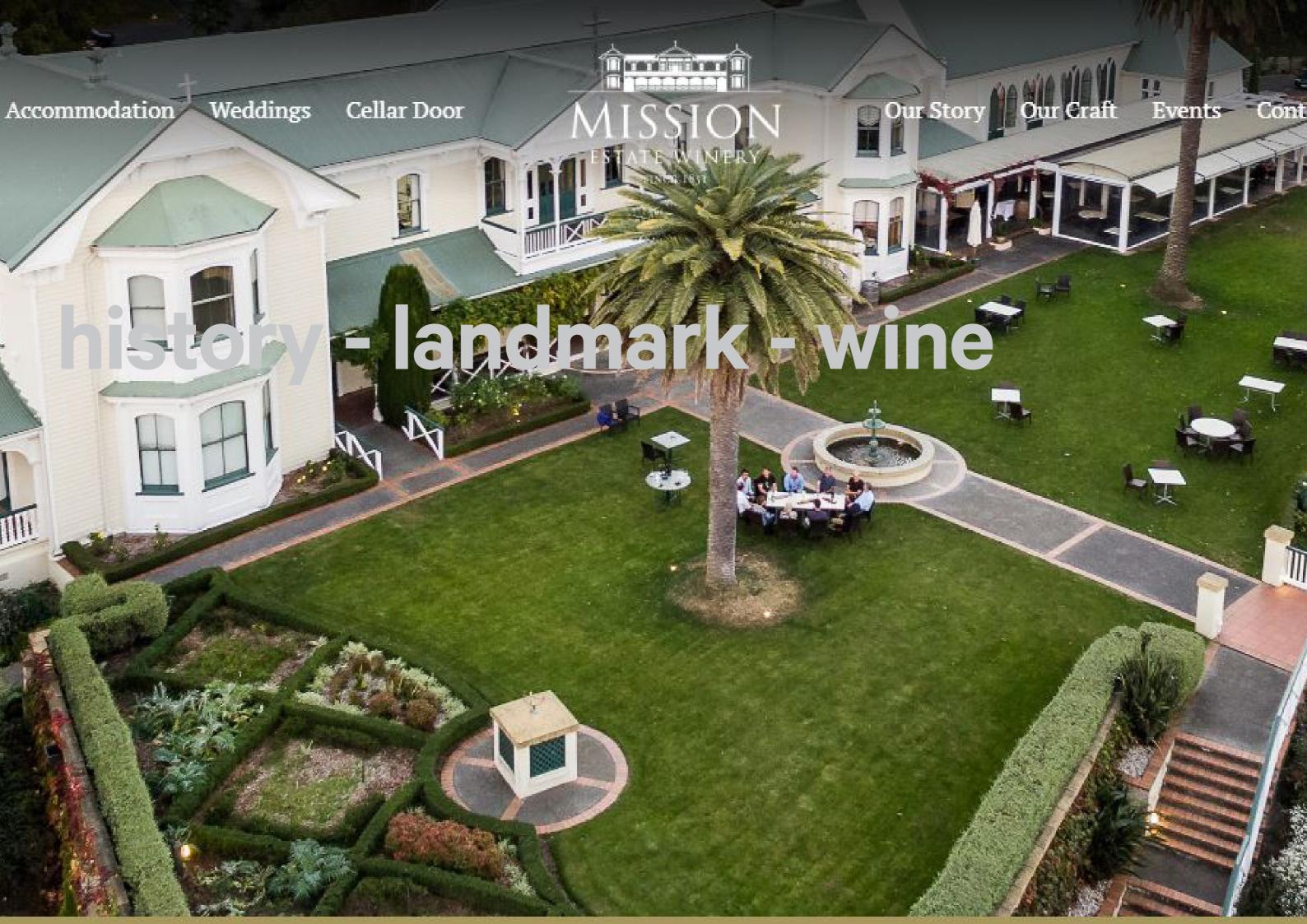


the Mission Gavin Lister Richard Munneke

MISSION ESTATE WINERY SINCE 1851



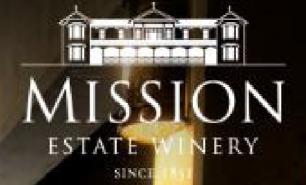
nistory - landmark - w



commodation

Weddings C

Cellar Door



Our Story

history - landmark - wine



stand-off

0000

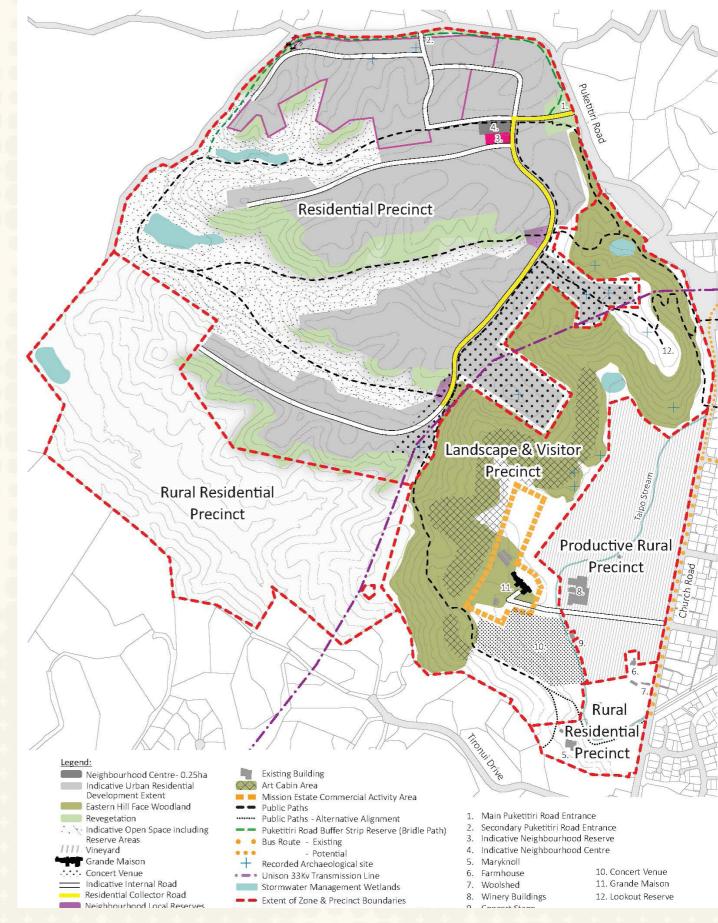
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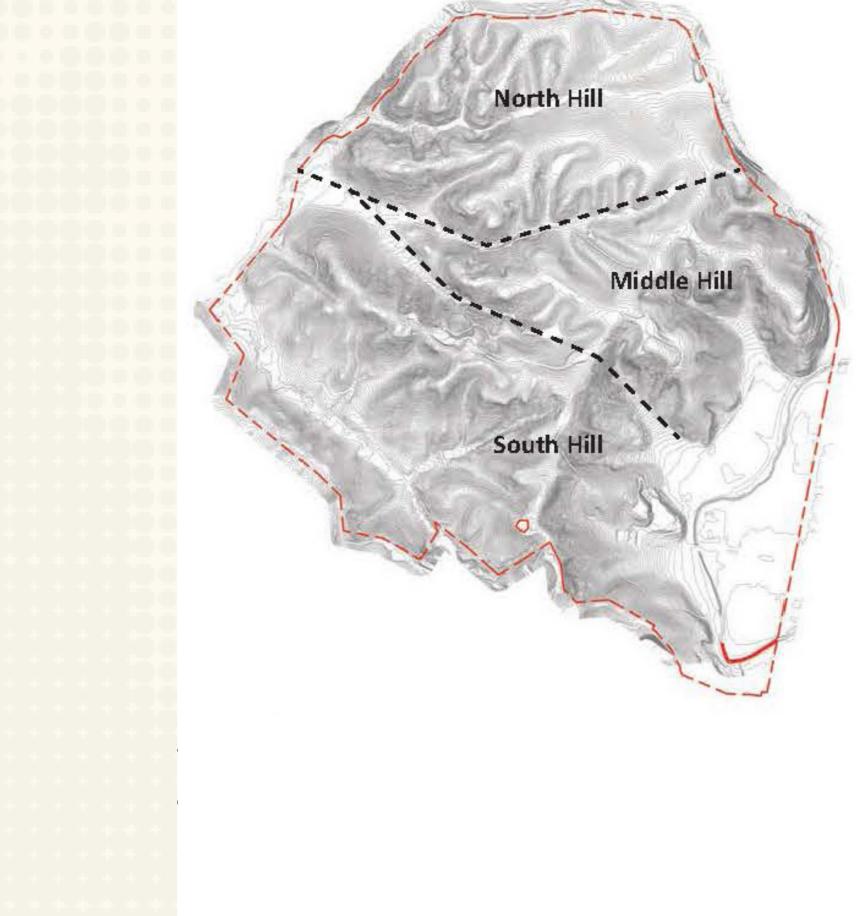
stand-off



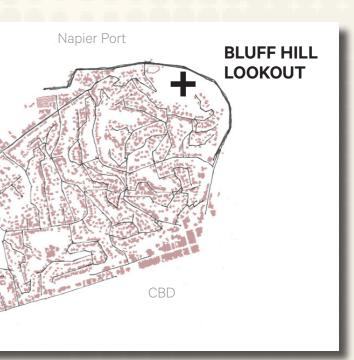
Mission Special Character Zone













Mission landscape













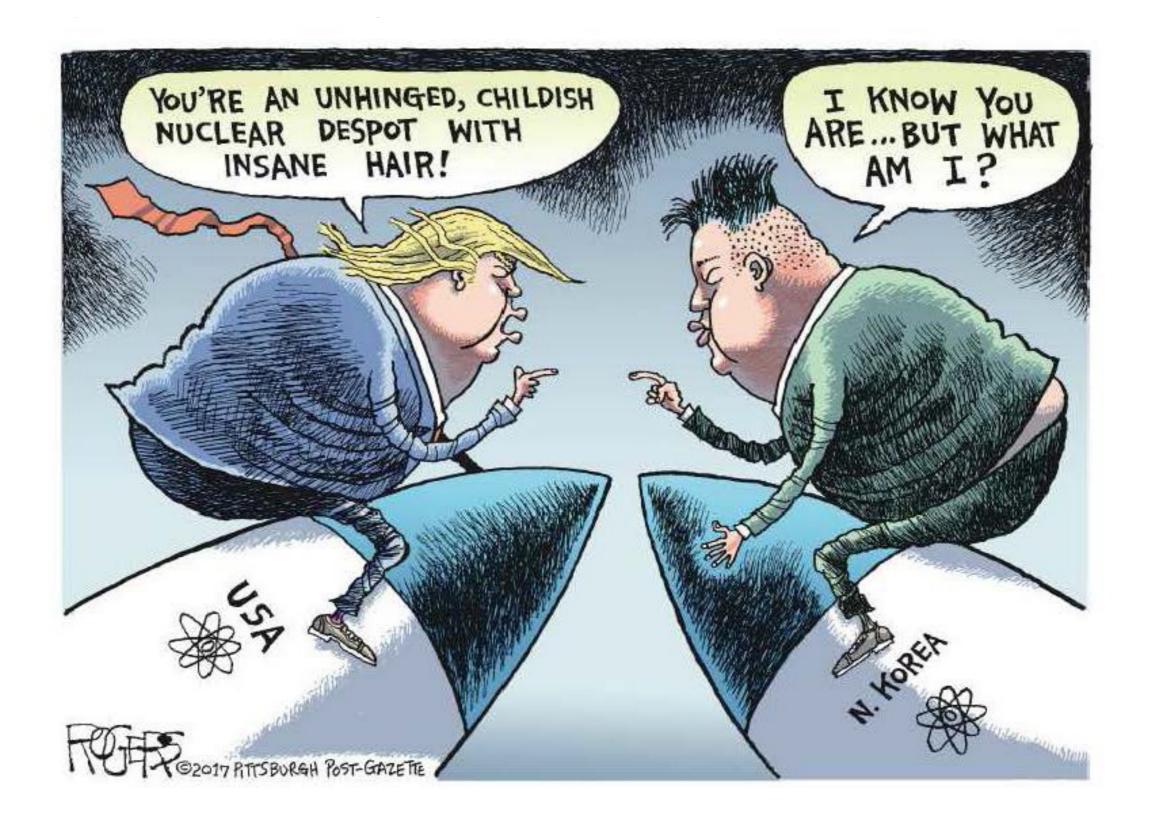








History of taking each other to court





Integrative Negotiation



Creating and Sustaining a Relationship



"No, Thursday's out. How about never is never good for you?"

MEMORANDUM OF UNDERSTANDING

Between

MARIST HOLDINGS (GREENMEADOWS) LIMITED [Marist Holdings]

And

NAPIER CITY COUNCIL [Council]

INTENT

The parties to this MOU agree to work together to meet the stated objectives in a timely way, and continue to collaborate to resolve issues through the process in a manner that recognises and respects the roles and objectives of the other party and promotes integrated and cooperative working relationships.

AGREED PRINCIPLES

The parties will work together in a way that will protect the reputational values 5. 1.0. 1.1 day of December 2015 day of December 2015 3 Dated this Dated this 23 Sealed with the Common Seal Philip William Hocquard Of the Napier City Council In the presence of: Director Marist Holdings (Greenmeadows) Limited for Mayor **Chief Executive** ... AND IN ORDER TO STAY UP HERE, ALL YOU HAVE TO DO 15 ACTUALLY PRACTICE WHAT YOU PREACHED THe FINAL

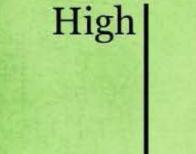
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Interview

Levels of Communication



Trust

Respectful (Compromise)

Synergistic (Win/Win)

High

Defensive (Win/Lose or Lose/Win)

Low

Cooperation