Documenting Negotiations Exercise: Decision Tree

**Instructions:** Use the Decision Tree diagram below to map the key steps and actions between a policy commitment and desired impact. A sample commitment and three intermediate steps have been entered for you. For each of the three steps, use your knowledge of the policy process and factors that contribute to and hinder success to enter reasons why and why not each step might be achieved. In a real-life application of the Decision Tree, evaluation would retrospectively focus on the specific reasons why each step was achieved or not.