

## Understanding The “Other” Perspective Worksheet

Name \_\_\_\_\_

**Directions:** Use these questions to participate in a small group discussion about motivations from each perspective – owner/senior and successor / junior. Complete one worksheet to capture key insights. Be prepared to share your observations with your group.

### Discussion Questions

1. What is important to the owners (i.e. what are their goals, motivations and needs)? Does this sound familiar? What does the landowner or exiting farmer's wish to pass on as their farm legacy?
2. What is important to the next generation / successor?
3. How did these goals agree with the business and personal goals of the next generation farmers? How did they conflict?
4. List any specific actions that could be undertaken to address possible areas of conflict. What will be the most significant challenge to address the differing perspectives? What could be done to facilitate the process and/or move it to the next step?
5. Which insights could help participants see a situation from a different point of view?