

Negotiation Preparation Sheet

Issues:					
Issue # 1		Issue # 2		Issue # 3	
Interests		Interests		Interests	
Mine	Theirs	Mine	Theirs	Mine	Theirs
What information do I need and what information should I share?					
Possible Options for Issues					
Issue # 1		Issue # 2		Issue # 3	
BATNA Issue # 1		BATNA Issue # 2		BATNA Issue # 2	
What if any Objective Criteria may be needed?					
What do I need to do personally to prep. for the Negotiation? Skills, mindset, historic challenges					