NEGOTIATION PLANNER

NEEDS

MY NEEDS	REASON	PRIORITY

STRENGTHS

MY STRENGTHS	HOW TO LEVERAGE

OTHER'S NEEDS	REASON	PRIORITY

OTHER'S STRENGTHS	HOW TO COUNTERACT

OPTIONS

TO BE NEGOTIATED	OPTION A (OPENING POSITION)	OPTION B	OPTION C	OPTION D (WALK AWAY POINT)

CONSIDERATIONS