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| **NEEDS** | | | | |  | **STRENGTHS** | | | |
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| **MY NEEDS** | **REASON** | | **PRIORITY** | |  | **MY ADVANTAGES** | | **HOW TO LEVERAGE** | |
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| **OTHER’S NEEDS** | **REASON** | | **PRIORITY** | |  | **OTHER’S ADVANTAGES** | | **HOW TO COUNTERACT** | |
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| **OPTIONS** | | | | | | | | | |
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| TO BE NEGOTIATED | | OPTION A  (OPENING POSITION) | | OPTION B | | | OPTION C | | OPTION D  (WALK AWAY POINT) |
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| **CONSIDERATIONS** | | | | | | | | | |