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