

NEGOTIATION PLANNER

NEEDS

MY NEEDS	REASON	PRIORITY
OTHER'S NEEDS	REASON	PRIORITY

STRENGTHS

MY ADVANTAGES	HOW TO LEVERAGE
OTHER'S ADVANTAGES	HOW TO COUNTERACT

OPTIONS

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

CONSIDERATIONS