NEGOTIATION PLANNER

STRENGTHS

NEEDS

MY NEEDS	REASON	PRIORITY	MY	ADVANTAGES	HOW TO LEVERAGE
			l 		
OTHER'S NEEDs	REASON	PRIORITY	OTHE	R'S ADVANTAGES	HOW TO COUNTERACT
			-		
OPTIONS					
TO BE NEGOTIATED	OPTION A (OPENING POSITION)	ОРТІ	ON B	OPTION C	OPTION D (WALK AWAY POINT)
TO BE NEGOTIATED		ОРТІ	-	OPTION C	
TO BE NEGOTIATED		ОРТІ	-	OPTION C	
TO BE NEGOTIATED		ОРТІ	-	OPTION C	
TO BE NEGOTIATED		ОРТІ	-	OPTION C	
TO BE NEGOTIATED		ОРТІ	-	OPTION C	
TO BE NEGOTIATED		ОРТІ	-	OPTION C	
TO BE NEGOTIATED		ОРТІ	-	OPTION C	
TO BE NEGOTIATED		OPTI	-	OPTION C	
TO BE NEGOTIATED		OPTI	-	OPTION C	
TO BE NEGOTIATED		OPTI	-	OPTION C	
TO BE NEGOTIATED CONSIDERATIONS		OPTI	-	OPTION C	
		OPTI	-	OPTION C	
		OPTI	-	OPTION C	

