



Negotiate Smart

Negotiation Map Out

Background Information:

(purpose of the negotiation, history, overview, etc.)

Core Issues:

Stakeholders:

Legitimacy/Fact Points:

Evidence Proving Your Offers And Leverage

The Numbers:

Core Issue	BAM	Target	Final Offer

Probing Inquiry:

Creative Trades:

Counterpart:

Issues, interests, legitimacy and past agreements

Negotiation Goals:

(Your goals as a negotiator...i.e., probe, listen..etc..)

The Debrief:

Post-Negotiation Review

(preferably with a mentor)

Did I achieve my goals?

What worked well and lessons learned?

Additional Notes:
