

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:



Negotiate Smart

Negotiation Map Out

Background Information:

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

Core Issues:

Stakeholders:

Creative Trades:

Background Check – Counterpart:

Issues and other interests / Past Agreements

Counterpart, Stakeholders, Legitimacy, Interests, etc.:

The Numbers:

Core Issue	BAM	Target	Final Offer

Probing Inquiry:

Legitimacy/Fact Points:

Evidence Proving Your Offers And Leverage
