

Negotiaton Goals

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

Core Issues

Long-Term & What-If Issues

Stakeholders: Issues & Interests

Background Check – Counterpart

Issues and other interests / Past Agreements

Counterpart’s Stakeholders: Issues & Interests

Legitimacy/Fact Points:

Evidence Proving Your Offers And Leverage:

The Numbers

Core Issue	BAM	Target	Final Offer	Their BAM	Their Target	Their FO

Concession Pattern

1st Counter-offer: _____

2nd Counter-offer: _____

3rd Counter-offer: _____

Probing Inquiry

Creative Trades
