

Identify All Issues • Background Check • Investigate Stakeholders • Find True Interests & Create Trades • Leverage &



# NEGOTIATION ACTION PLAN

& Agenda • Create Rules of Engagement • Take the Trust Temperature • Warm-Up Yourself & the Room • Open at BAWI •

Signature \_\_\_\_\_ Date \_\_\_\_\_

Negotiation Goal:

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Action Plan to obtain my goal:

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Outcome:

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