



The Win-Win Way Preparation Sheet

Background Information:

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

Probing Inquiry:

passionate curiosity

Stakeholders And Their Interests:

Potential Creative Trades And Their Value:

Opening position (BAM) and fact base:

The Numbers:

Item	BAM	Target	Final Offer	Value Of Concessions

The other person:

History, leverage, issues, interests, legitimacy and past agreements