

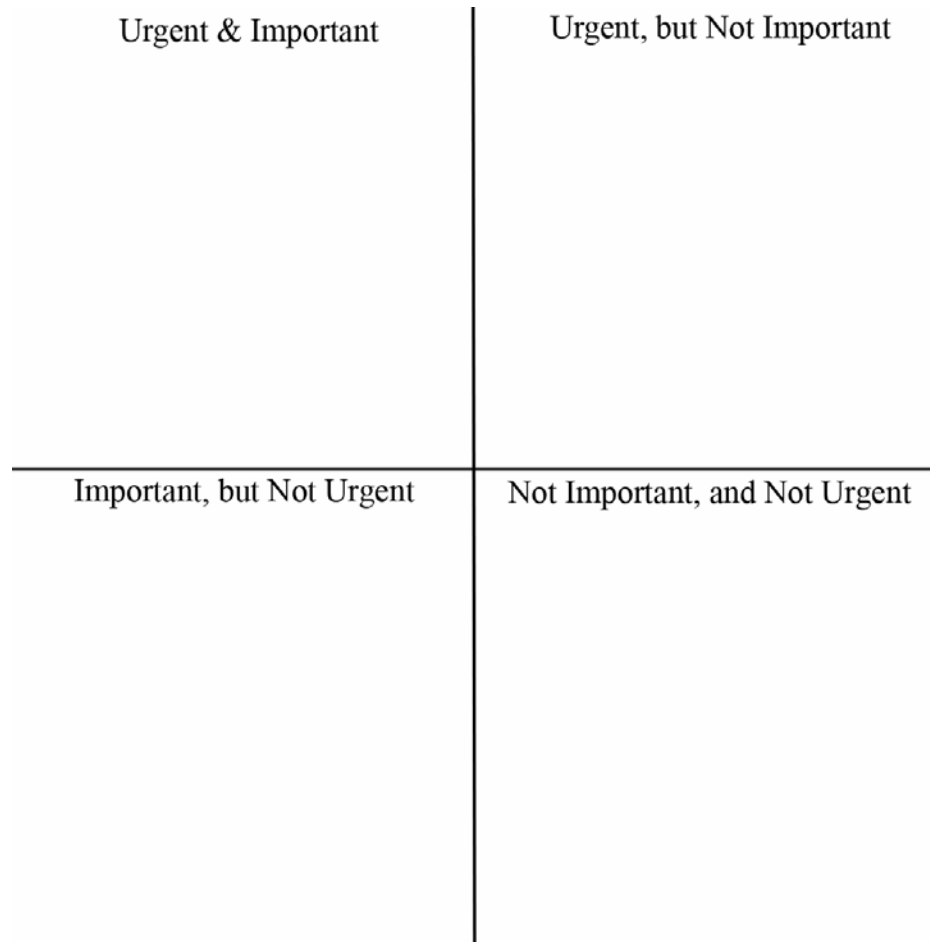


Negotiation Plan

List issues to be negotiated:

- _____
- _____
- _____

Prioritize the issues:





Negotiation Plan

Opening Offer and/or Requirements to resolve each issue:

- _____

- _____

- _____

Establish Bottom Line on each issue:

- ❖ Issue: _____
Bottom Line: _____

- ❖ Issue: _____
Bottom Line: _____

- ❖ Issue: _____
Bottom Line: _____

Plan for negotiations from other party

List needs the other party may want to negotiate:

- _____

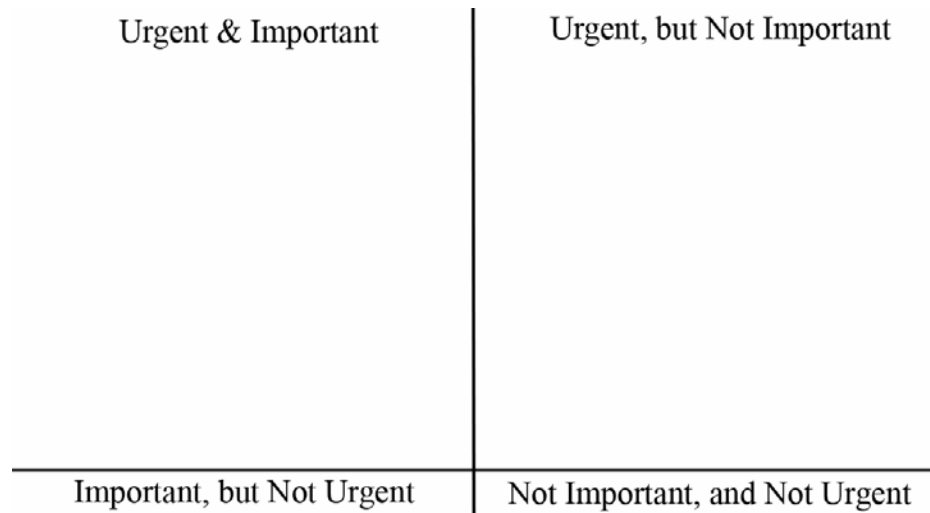
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Negotiation Plan

- _____

Prioritize the other party's anticipated negotiation points:





Negotiation Plan

Establish the other party's anticipated opening offer and/or requirements to resolve each issue:

Establish the other party's anticipated bottom line on each issue:

- ---

- ---

- ---

Decide who will present the offer!

Name: _____



Negotiation Plan

<u>Negotiation Plan Checklist</u> <i>Did You...?</i>	YES / NO
List issues being negotiated	
Prioritize the issues	
Establish opening offer and/or requirements to resolve each issue	
Establish bottom line on each issue	
List needs the other party may want to negotiate	
Prioritize the other party's anticipated negotiation points	
Establish the other party's anticipated opening offer and/or requirements to resolve each issue	
Decide who will present the offer	