



Negotiation Strategy Decision Making Worksheet

List Potential Issues

Marketplace	Clients' Needs	Costs	Interest Rates	Misc

Prioritize Clients' Needs

1. _____	2. _____
3. _____	4. _____
5. _____	6. _____
7. _____	8. _____
9. _____	10. _____
11. _____	12. _____
13. _____	14. _____
15. _____	16. _____
17. _____	18. _____
19. _____	20. _____

Anticipated Needs of Other Party

1. _____	2. _____
3. _____	4. _____
5. _____	6. _____
7. _____	8. _____
9. _____	10. _____

Select Negotiation Approach

Win-Win

Win-Lose