

Become Negotiation Ready

My Personal Negotiation [A brief description]

Personal Negotiation – Perspectives Analysis

How might my Counterparty see this situation?

Personal Negotiation – BATNA – Alternatives Analysis

What are all the possibilities of what I can do if we are unable to reach an agreement?

What are all the possibilities of what my Counterparty can do if we are unable to reach an agreement?

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Personal Negotiation – BATNA

What is my BATNA?

What is my Counterparty's BATNA?

Personal Negotiation – REHEARSE

Anticipate an emotional button and develop a strategy for defusing it.

How will I *remember to* practice Active Listening?

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