

Worksheet

Write down your:

| | |
|---|--|
| Wish: | Interest: |
| Aspiration: | Issues: |
| Bottom Line: | Positions: |
| BATNA (Best Alternative to a Negotiated Agreement): | WATNA (Worst Alternative to a Negotiated Agreement): |

Write down an estimate of the other party's:

| | |
|--------------|------------|
| Wish: | Interest: |
| Aspiration: | Issues: |
| Bottom Line: | Positions: |
| BATNA: | WATNA: |

1. What is of value to you in this negotiation?
2. What questions would you ask?
3. What concessions can you ask for?
4. What is of value to the other party?
5. What concessions can you give?
6. What power do you perceive that the other party has?
7. What power do you have?
8. What is the negotiating style of each party?
9. What is the disclosure/trust level?