Strategic Negotiation Worksheet

Goal for the Negotiation: Create joint value and divide it given concerns for fairness in the ongoing relationship

Section 1: Consequences of No Agree					
Our Sid			The Oth	er Side	
CNA:	Not sure	CNA:			Not sure
Quantitative	Not sure	Quantitative			Not sure
		_ _			<u> </u>
Qualitative	Not sure	Qualitative			Not sure
		<u> </u>			<u> </u>
Based on what you know, who ha	s more power? Us	Them	Not sure		
Has the other side correctly diagno	osed their CNA? Yes	No	Not sure		
Section 2: Developing Wish Lists					
Main item for us 1.	Range	Main item for the 1.	em_	Range	
Other items 2.	Range	Other items 2.		Range	
3.		3.			
4.		4.			
5.		5.			
6.	-::	6.	·	-4	
(1 = top priority 6 = lowest p	monty)	(1 = 1)	top priority $6 = lowes$	st priority)	
Broaden the negotiation: (Things we want that the	ey have)	Broaden the nego	otiation: (Things we ha	ave that they may want), es	stimate
•	•	•			
•		•			_
•	•	•			
•	•	•			

Section 3: Preparing to Validate the Estimation

Data we need on:	How we get the data:	
Their CNA	List public data sources	List CNA questions to ask the other side
•	•	•
•	•	•
•	•	•
•	•	•
•	•	•
•	•	•
Their prioritized Wish List		List Wish List questions to ask the other side
•		•
•		•
•		•
•		•
•		•
•		•
Section 4: Validation Validation call date: People to invite: Section 5: Creating MEOs: Bundled Relationsh Title:	ips / Offers (based on both sides [*] Title:	
Section 6: Presenting MEOs Presentation date: People to invite:		Rehearse date: