

# Negotiation Preparation Form

<b>Goal of the Negotiation:</b>	
<b>Main Issue:</b>	
<b>Four of My Interests:</b>	
1.	3.
2.	4.
<b>Four of the Other Party's Interests:</b>	
1.	3.
2.	4.
<b>Relationship:</b>	
<b>Current:</b>	<b>Desired:</b>

<p><b>Options for Resolution:</b></p> <p>1.</p> <p>2.</p>	<p>3.</p> <p>4.</p>
<p><b>BATNA'S – Including process:</b></p> <p><b>Yours:</b></p>	<p><b>Theirs:</b></p>
<p><b>Other Issues:</b></p>	

Other Considerations:

Questions that you may want to check in on. (Checking your assumptions)