



CONSCIOUS NEGOTIATION PREP SHEET

<p>The Issue: <i>NOT positions. Positions are the rigid elements. Issues are the moving parts - the circumstances at the center of the negotiation.</i></p>		
	My Perspective	Their Perspective
<p>The Facts <i>The basic facts surrounding the issue.</i></p>		
<p>BATNA <i>Your best alternative to a negotiated agreement. See this article for how to determine your BATNA.</i></p>		
<p>Values & Objectives <i>Either your goals or those of the organization that are directly impacted by the negotiation.</i></p>		
<p>Fears & Limiting Beliefs <i>Imagine completely letting your guard down in the negotiation. What are you afraid will happen? What beliefs hold you back from "showing your hand"?</i></p>		
Us Together		
<p>What We Share <i>Common struggles, values, experiences, goals, etc. that can form the basis of a shared purpose.</i></p>		
<p>Value of the Relationship <i>Why is this relationship important for both of you?</i></p>		