**Strategic Negotiations Pre-negotiations Planning Sheet**

Negotiator: *[Type here]* Opponent: *[Type here]*

Negotiation: *[Type here]*

# **Strategic Intent Profile**

Our aspiration goal(s): *[Type here]*

## Underlying interests & types of interests (e.g., substantive, etc.) underlying this goal:

|  |  |  |
| --- | --- | --- |
| Interest | Type of Interest | Importance |
| *1.* *[Type here]* | Choose an item. | Choose an item. |
| *2.* *[Type here]* | Choose an item. | Choose an item. |
| *3.* *[Type here]* | Choose an item. | Choose an item. |

## Specific Issues to Address & Objectives You Want to Achieve (e.g. Ideal price, etc.) Each interest should have at least one related objective that is specific and measurable.

|  |
| --- |
| *1.* *[Type here]* |
| *2.* *[Type here]* |
| *3.* *[Type here]* |

## What is our BATNA and what, if any, other sources of power do we have?: *[Type here]*

## How is our BATNA derived? *[Type here]*

## How good is our BATNA? *[Type here]*

## Can we strengthen our BATNA? *[Type here]*

Our dominant conflict mode as per the TK survey: Choose an item.

How will we frame this negotiation: Choose a Frame

## What tactics do we plan to use? Your tactics should be consistent with your frame. *[Type here]*

Our opening offer: *[Type here]*

Triggers/Special Circumstances: *[Type here]*

# **Negotiating Counterpart**

Who are we negotiating with? *[Type here]*

What is their primary conflict management style(s)? Choose an item.

Is there any history with this person/company? *[Type here]*

## Underlying interests & types of interests (e.g., substantive, etc.) underlying this goal:

|  |  |  |
| --- | --- | --- |
| Interest | Type of Interest | Importance |
| *1.* *[Type here]* | Choose an item. | Choose an item. |
| *2.* *[Type here]* | Choose an item. | Choose an item. |
| *3.* *[Type here]* | Choose an item. | Choose an item. |

## Specific issues to address & objectives they want to achieve (e.g. Ideal price, etc.). Each interest should have at least one related objective that is specific and measurable.

|  |
| --- |
| *1.* *[Type here]* |
| *2.* *[Type here]* |
| *3.* *[Type here]* |

## What is their BATNA and what, if any, other sources of power do they have?: *[Type here]*

## How is their BATNA derived? *[Type here]*

## How good is their BATNA? *[Type here]*

## Can we weaken their BATNA? *[Type here]*

How will they frame this negotiation: Choose a Frame

## What tactics do they plan to use? Be sure to choose tactics that are consistent with the frame you believe they will use *[Type here]*

Their opening offer: *[Type here]*

Triggers/Special Circumstances: *[Type here]*