**Name: Ibrohim Bahromov**

**Student ID: 14012656**

**[The Team Meating]**

**\*Negotiation Planner for GE Case [Step1] -** Identification of Issues (As many as possible!!)

|  |
| --- |
| **I (*Team Advisor (salaried)* )** |
| **Absenteeism – deciding on whether to or not to set strict disciplines** |
| **Handling communications properly** |
| **Deciding whether to or not to use safety guards to increase productivity** |
|  |
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|  |  |
| --- | --- |
| **I (*Team Advisor (salaried)*)** | **TOS ( *GE or Computer Consultant* )** |
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| --- | --- |
| **I (*Team Advisor (salaried)*)** | **TOS ( *GE or Computer Consultant* )** |
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**\*Negotiation Planner for GE Case [Step2-1] -** Prioritization of Issues

|  |  |  |  |
| --- | --- | --- | --- |
| **Priority** | **I (*GE or Computer Consultant* )** | **Priority** | **TOS (*GE or Computer Consultant* )** |
| **Primary** |  | **Primary** |  |
| **2nd** |  | **2nd** |  |
| **3rd** |  | **3rd** |  |
| **4th** |  | **4th** |  |
| **5th** |  | **5th** |  |

**\*Negotiation Planner for GE Case [Step2-2] -** Prioritization of Issues – ***in detail***

|  |  |  |  |
| --- | --- | --- | --- |
| **Priority** | **I (*GE or Computer Consultant* )** | **Priority** | **TOS (*GE or Computer Consultant* )** |
| **Primary** |  | **Primary** |  |
| **2nd** |  | **2nd** |  |
| **3rd** |  | **3rd** |  |
| **4th** |  | **4th** |  |
| **5th** |  | **5th** |  |

**\*Negotiation Planner for GE Case [Step3-1] -** My Situation SWOT Analysis Checklist

|  |  |
| --- | --- |
| 1. **My Strengths** | 1. **My Weaknesses** |
| *positive, negative* | *positive, negative* |
| 1. **My Opportunities** | 1. **My Threats** |
| *positive, negative* | *positive, negative* |

**\*Negotiation Planner for GE Case [Step3-2] -** TOS’s Situation SWOT Analysis Checklist

|  |  |
| --- | --- |
| 1. **TOS’s Strengths** | 1. **TOS’s Weaknesses** |
| *positive, negative* | *positive, negative* |
| 1. **TOS’s Opportunities** | 1. **TOS’s Threats** |
| *positive, negative* | *positive, negative* |