

# NEGOTIATION PLANNING GUIDE

<b>Issue</b>	
<b>Who am I?</b>	<b>Who are you?</b>
<b>What do I want?</b>	<b>What do you want?</b>
<b>My need</b>	<b>Your need</b>
<b>What do I have?</b>	<b>What do you have?</b>
<b>Your BATNA</b>	<b>Their BATNA</b>
<b>Power balance</b>	<b>Strategic focus</b> Open _____ Closed Flexible _____ Firm
<b>Opening position and Influence styles</b>	