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## Developments in Business Simulation and Experiential Learning, Volume 33, 2006

### Appendix 1 Form 1: Planning for Negotiation

Negotiation Title \_\_\_\_\_

Your Name \_\_\_\_\_

Your Role \_\_\_\_\_

Date: \_\_\_\_\_

Instructions: Place your response next to or immediately below the question; single space responses and double space between questions. For credit do type.

1. Briefly State the issue
2. What is your goal?
3. What is/are your:
  - a. Opening/Target?
  - b. Interests? (List in priority order)
  - c. Resistance point?
  - d. BATNA?
4. What is the other party's goal?
5. What are your needs /interests (in priority order)?
6. What are the other party's needs/interests?
7. What type of frame will you use?
  - a. Briefly describe the frame.
8. What strategy will you use?
  - a. Briefly describe your strategy?
  - b. Why did you choose this strategy?