

Negotiation Planning Document

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Background of the negotiation:

	YOU/Your Team		Other party/Other team	
<i>Issue</i>	<i>Rank order</i>	<i>Position</i>	<i>Rank order</i>	<i>Position</i>
	<i>Interest</i>		<i>Interest</i>	
Reservation Price				

BATNA		

Notes: Indicate the priority or relative ranking of the issue in the “rank order” box. Indicate your position (stated demand); and for each position, indicate your underlying interest (the underlying reason for making that demand).