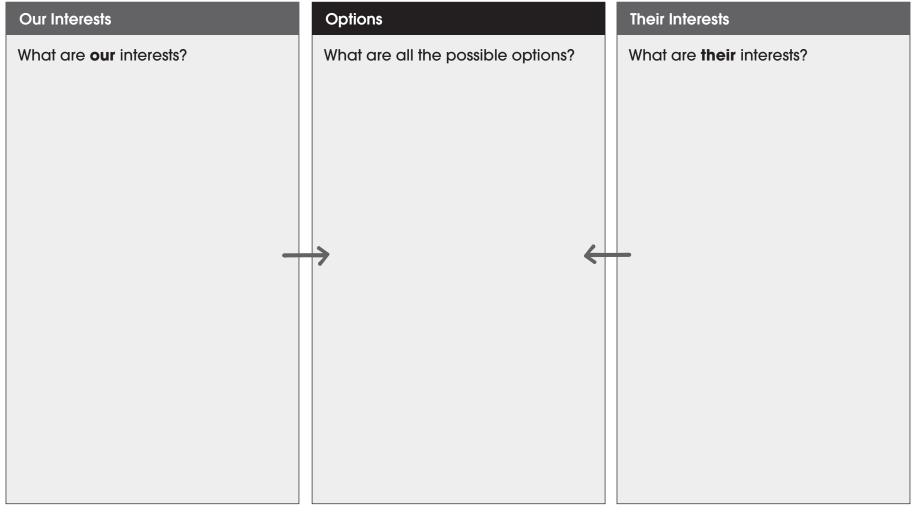
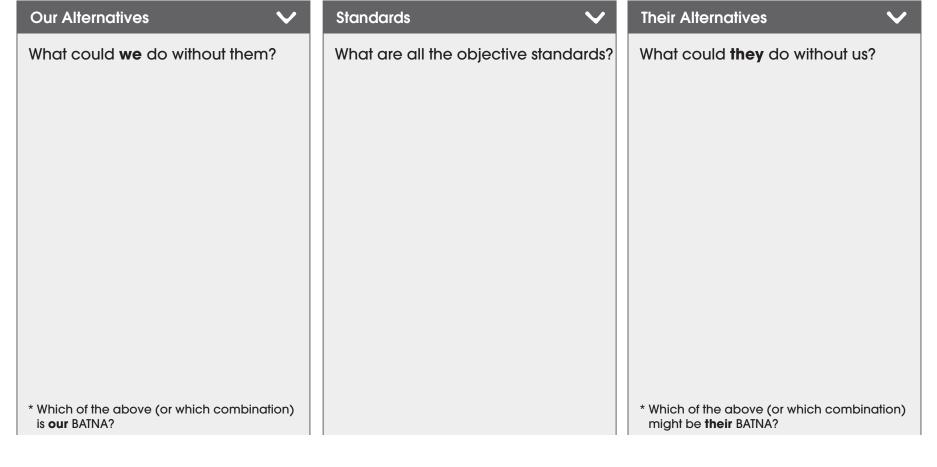
Preparing to negotiate using the 7 elements





~	Relationship	
1 Current relationship (describe)	3 What interpersonal factors are causing the gap between current and target?	4 What can we do to address these factors and achieve our target?
2 Target relationship (describe)		

~	Commitments	
Authority Mine:	Achieve today (What issues and what level of commitment?)	Agenda (How will we structure the meeting?)
Theirs:		



Communication	
Key messages to send	Key questions to ask
* How will you ensure a match between intention and impact?	* How will you ensure a match between intention and impact?