

Preparing to negotiate using the 7 elements

<p>Our Interests</p> <p>What are our interests?</p>	<p>Options</p> <p>What are all the possible options?</p>	<p>Their Interests</p> <p>What are their interests?</p>	<p>Relationship</p> <table border="1"> <tr> <td data-bbox="1825 289 2163 852"> <p>1 Current relationship (describe)</p> <p>2 Target relationship (describe)</p> </td> <td data-bbox="2169 289 2519 852"> <p>3 What interpersonal factors are causing the gap between current and target?</p> </td> <td data-bbox="2525 289 2875 852"> <p>4 What can we do to address these factors and achieve our target?</p> </td> </tr> </table>			<p>1 Current relationship (describe)</p> <p>2 Target relationship (describe)</p>	<p>3 What interpersonal factors are causing the gap between current and target?</p>	<p>4 What can we do to address these factors and achieve our target?</p>
<p>1 Current relationship (describe)</p> <p>2 Target relationship (describe)</p>	<p>3 What interpersonal factors are causing the gap between current and target?</p>	<p>4 What can we do to address these factors and achieve our target?</p>						
<p>Our Alternatives</p> <p>What could we do without them?</p> <p><small>* Which of the above (or which combination) is our BATNA?</small></p>	<p>Standards</p> <p>What are all the objective standards?</p>	<p>Their Alternatives</p> <p>What could they do without us?</p> <p><small>* Which of the above (or which combination) might be their BATNA?</small></p>	<p>Commitments</p> <table border="1"> <tr> <td data-bbox="1825 945 2163 1470"> <p>Authority</p> <p>Mine:</p> <p>Theirs:</p> </td> <td data-bbox="2169 945 2519 1470"> <p>Achieve today (What issues and what level of commitment?)</p> </td> <td data-bbox="2525 945 2875 1470"> <p>Agenda (How will we structure the meeting?)</p> </td> </tr> </table>			<p>Authority</p> <p>Mine:</p> <p>Theirs:</p>	<p>Achieve today (What issues and what level of commitment?)</p>	<p>Agenda (How will we structure the meeting?)</p>
<p>Authority</p> <p>Mine:</p> <p>Theirs:</p>	<p>Achieve today (What issues and what level of commitment?)</p>	<p>Agenda (How will we structure the meeting?)</p>						
			<p>Communication</p> <table border="1"> <tr> <td data-bbox="1825 1554 2341 1995"> <p>Key messages to send</p> <p><small>* How will you ensure a match between intention and impact?</small></p> </td> <td data-bbox="2347 1554 2875 1995"> <p>Key questions to ask</p> <p><small>* How will you ensure a match between intention and impact?</small></p> </td> </tr> </table>			<p>Key messages to send</p> <p><small>* How will you ensure a match between intention and impact?</small></p>	<p>Key questions to ask</p> <p><small>* How will you ensure a match between intention and impact?</small></p>	
<p>Key messages to send</p> <p><small>* How will you ensure a match between intention and impact?</small></p>	<p>Key questions to ask</p> <p><small>* How will you ensure a match between intention and impact?</small></p>							