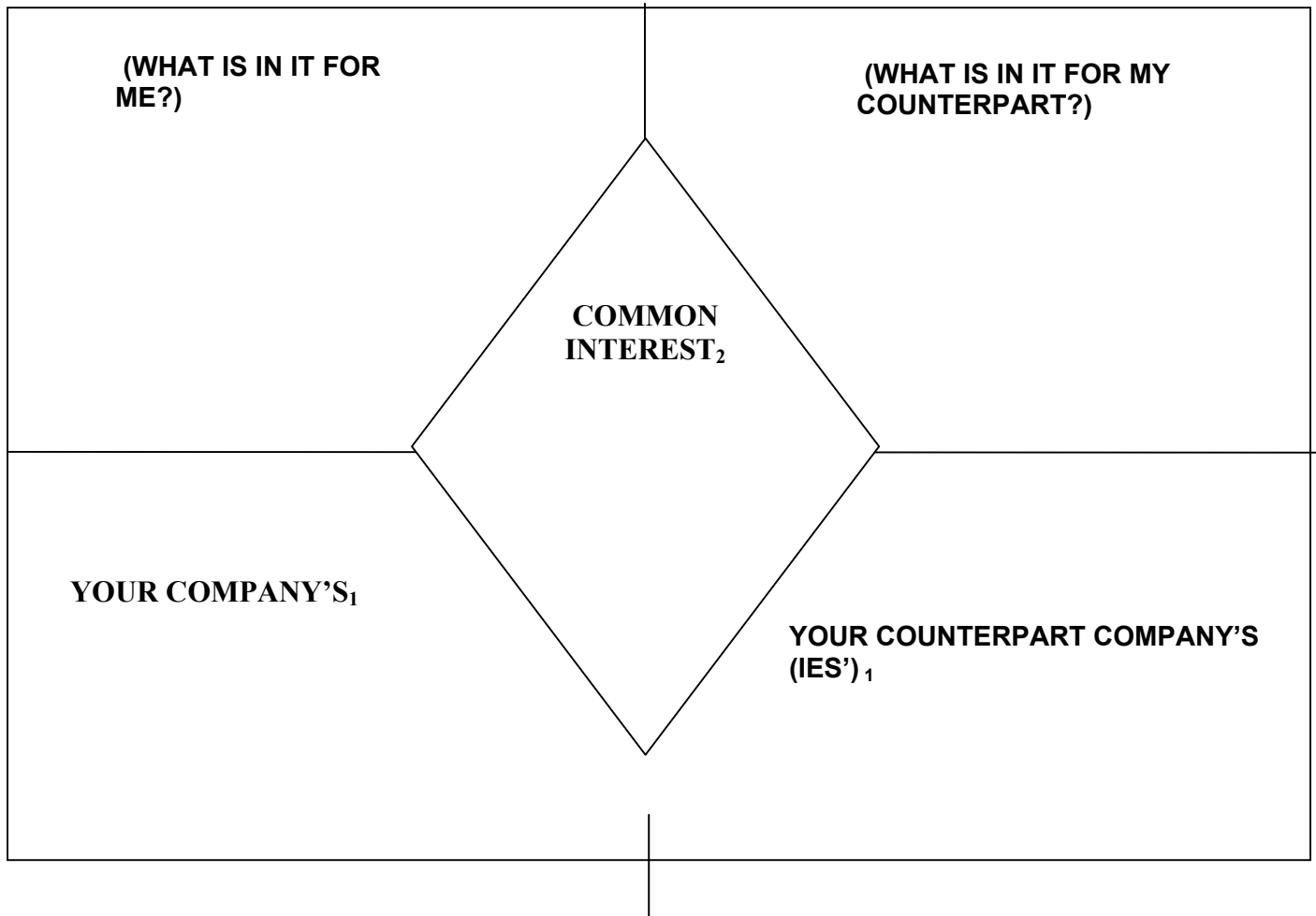


## Negotiation/Mediation Planning Tool



### NOTE:

#### 1. Identify:

- Concerns, Hopes, Expectations, Assumptions, Preferences or Priorities, Beliefs, Values, Fears, Needs, Benefits
- Negotiation Style – Avoider, Accommodator, Competitor, Compromiser, Collaborator
- What kind of person are you? Are they? i.e. Analytical, Linear, Storyteller, Micro-manager, Macro-manager.

#### 2. Limited resources to spend in resolving the problem

- money, people, time
- How to maintain a continuing working relationship and get on with business.
- Negotiation Style – Avoider, Accommodator, Competitor, Compromiser, Collaborator
- What kind of person are you? Are they? i.e. Analytical, Linear, Storyteller, Micro-manager, Macro-manager.