

## Negotiation Preparation Checklist

YOU			
When are you satisfied		Alternative when	no deal
Negotiation Topic	Ideal Negotiation Result		Walk Away Point
This is not negotiable		Your most important arguments	
	VOLID		
When is your enpenent satisfic		PPONENT Alternative when no deal	
When is your opponent satisfied		Atternative when	no deai
Negotiation Topic	Ideal Negotiation Result		Walk Away Point