

Interest Based Negotiations Worksheet		
<i>Assessing the Negotiation Context</i>	Your's	Their's
<p>Position <i>(Assumed best outcome / solution)</i></p>		
<p>Interests & Priorities</p> <p><i>Label most significant interest with a "1"</i></p> <p><i>(Why do I want the above outcome? How important is the interest?)</i></p>		

<p>Best Alternative to a Negotiated Agreement (BATNAs)</p> <p><i>(What can I /they do if we don't reach an agreement?)</i></p>		
<p>Agenda</p>		
<p>Cultural Perspectives</p>		
<p>Execution Process</p>		
<p>Zone of Possible Agreement (ZOPA)</p>		
<p>Options for Mutual Gain</p> <p><i>(Satisfying as many interests of both parties as possible)</i></p>		

<p><i>At the table</i> <i>Away from the table</i> <i>Impasse</i></p>	
<p>Objective Criteria</p> <p>(Industry standards, historical data, etc.)</p>	
<p><i>Post-Negotiation Evaluation</i></p>	