

Negotiation Preparation Form

My Interests <small>List your interests.</small>	Their Interests <small>List your preliminary thoughts about their interests.</small>	My Resources & Capabilities <small>List what you might bring to the table to create value.</small>	Their Resources & Capabilities <small>List what they might bring to the table to create value.</small>	Value-Creating Options <small>Considering interests (including time preferences and risk tolerances), resources, capabilities, and predictions, identify some possible value-creating options.</small>
<ul style="list-style-type: none"> • • • • • • • • • • 	<ul style="list-style-type: none"> • • • • • • • • • • 	<ul style="list-style-type: none"> • • • • • • • • • • 	<ul style="list-style-type: none"> • • • • • • • • • • 	

