Mutual Gains Model Negotiation Preparation Form		
αX	Stakeholders (parties imacted by negotiation)	What issues need to be addressed before or during negotiation?
3S &	!	
STAKEHOLDERS ISSUES	!	
EHO ISS	!	
TAK	!	
5		
	Mine	Theirs
S	!	
INTERESTS	!	
NTE	!	
_	!	
	Create Value	
4S		
OPTIONS		
g		
	Mine	Theirs
	!	
	!	
_	!	
BATNA	!	
	Language Control of the Control of t	Adalas Abais DATAIA loss Annualina
	Improve your BATNA	Make their BATNA less Appealing
	!	
	!	
	!	
INDEPENDENT STANDARDS:		
COMMUNICATION & RELATIONSHIP		
	How are they now?	What can I do to improve them?