

# Mutual Gains Model Negotiation Preparation Form

<b>STAKEHOLDERS &amp; ISSUES</b>	<b>Stakeholders (parties impacted by negotiation)</b>	<b>What issues need to be addressed <i>before</i> or <i>during</i> negotiation?</b>
<b>INTERESTS</b>	<b>Mine</b>	<b>Theirs</b>
<b>OPTIONS</b>	<b>Create Value</b>	
<b>BATNA</b>	<b>Mine</b>	<b>Theirs</b>
	<b>Improve your BATNA</b>	<b>Make their BATNA less Appealing</b>
<b>INDEPENDENT STANDARDS:</b>		
<b>COMMUNICATION &amp; RELATIONSHIP</b>		
<b>How are they now?</b>	<b>What can I do to improve them?</b>	