

NEGOTIATION PLANNING GUIDELINES

- I. Describe Your Negotiation Problem Situation.
- II. Using the Following Outline, Develop a Solution to Your Problem.
 - A. Determine your self-interest.
 - B. Identify the people who stand between you and success or failure
 - C. Determine their self-interest
 - D. Developing a strategy to connect the other party's self-interest with yours.
 - E. Assess the status of your relationship with these people.
 - If you have no relationship, how do you plan to develop one?
 - If your relationship is negative, how do you plan to repair it?
 - F. Develop a strategy to make sure that when you open the discussion, you come across to the other party as *talking to them about what they want first and then showing them how to get it.*
 - G. How do you plan to:
 - Get the other party to follow through?
 - Reinforce their behavior when they do follow through?
 - H. How do you plan to maintain a close working relationship with these people?
 - I. Develop a system of reminders that will enable you to effectively execute the PRAM Model on a continual and consistent basis.