

# STRATEGIC PLANNING PARTNERS

## ISOLATE EMOTIONS & CLARIFY RELATIONSHIPS

- Address relationship issues
- Be honest about your emotions
- Consider their point of view

### EMOTIONS & RELATIONSHIPS

Me	Other Party

What can I do to improve the relationship?

- a.
- b.
- c.

## EVALUATE PRIORITIES

Me	Other Party
Primary	Primary
Secondary	Secondary
Tertiary	Tertiary

What can I do to improve the relationship?

- a.
- b.
- c.

### CREATIVE PROBLEM SOLVING – BUILDING OPTIONS

A) Understand both positions    B) look for hidden value and creative options    C) Address the most difficult issues last

<b>MY PRIORITIES</b>		<b>THEIR PRIORITIES</b>	
	How can this be achieved?		How can this be achieved?
Primary		Primary	
Secondary		Secondary	
Tertiary		Tertiary	

**WHAT ARE THE ALTERNATIVES TO A NEGOTIATED AGREEMENT?**

**FOR ME:**

**FOR THE OTHER PARTY:**

1. ACTIVELY LISTEN- this is the key to succesful negotiation and agreement
2. BE PREPARED so that you can listen.
3. Eliminate EMOTIONS- never negotiate out of FEAR or ANXIETY
4. Start with your understanding of the other parties position and let them verify or modify .They will be better able to hear you after they feel that they have been heard
5. Ask questions to clarify.
6. Look for opportunities to create and enhance value
7. Never be afraid to say no or to walk away -
8. STOP negotiating at Yes or No.
9. Memorialize the agreement in writing.
10. Enjoy the process and reward yourself