## **GRASP Negotiation Planner**

GOALS		
After completing this list, assess which owhich are merely different.	of these goals are held in common, which are conflicting and	
Highlight <b>common</b> goals yellow	Highlight distinct goals gray Highlight opposed goals pink	
DOUTES (Set to content of set on	ADCUMENTS (	

ROUTES (list in order of priority)	ARGUMENTS (in support of each route)
Most desirable:	
Least acceptable:	

SUBSTITUTES				
MINE (list in order of priority)	THEIRS:			
My Walk-Away Line (WAL):				
PERSUASION				
How will I phrase my key message to appeal to them?	What questions should I ask?			