GRASP Negotiation Planner

This negotiation concerns: _____

GOALS	
MINE (list in order of priority)	**THEIRS:**

After completing this list, assess which of these goals are held in common, which are conflicting and which are merely different.

Highlight **common** goals yellow Highlight **distinct** goals gray Highlight **opposed** goals pink

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

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SUBSTITUTES	
MINE (list in order of priority)	**THEIRS:**
My Walk-Away Line (WAL):	

PERSUASION	
How will I phrase my key message to appeal to <u>them</u>?	What questions should I ask?

Observed communication preferences (circle one each):

Fact-oriented or People-oriented	Direct or Indirect	Big picture or Detailed	Fast-paced or Slow-paced	Achievement aim or Risk-avoiding

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