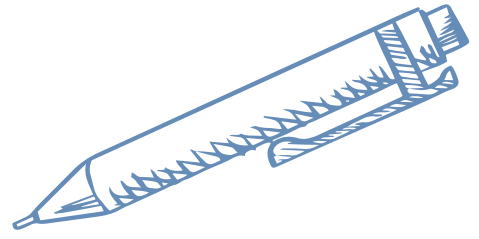


THE NEGOTIATION TOOL

MANAGING UP, DOWN, & SIDWAYS



Prepare to advocate for what you want, understand another person's point of view, and find solutions that work for everyone.

NAME: _____

DATE: _____

1. WHAT ARE YOUR GOALS?

2. WHAT ARE THEIR GOALS?

3. WHAT ARE THEIR FEARS?

4. WHAT SOLUTION MIGHT WORK?