Negotiation as a Problem-Solving Process

• Opportunity

• Phases

• Focus
By Failing to prepare, you are preparing to fail.

Benjamin Franklin
Negotiation Readiness – The 3 “R’s”

- Research
- Rehearse
- Review
Negotiation Readiness – The 3 “R’s”
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**RESEARCH** – Answer for *both* yourself and the other side

- Interests
- Standards
- Back Table
- What happens if no agreement?
Negotiation Readiness – The 3 “R’s”

REHEARSE

• Mental Models
• Agenda
• Role Play
Negotiation Readiness – The 3 “R’s”

REVIEW

• Accomplished and Open Issues
• Lessons learned
• Questions
• Relationship status
Review and Next Steps

• How will you practice what you have learned?

• Q&A
Feedback and Contact Information

You can get your own Negotiation Readiness Checklist by completing the survey at https://bit.ly/2PU3TET (the Negotiation Hack Name is: Negotiation Preparation).

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