

Arriving at an Agreeable Outcome
Worksheet
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Definitions

Negotiation:

Interest:

Position:

Objective:

When to Negotiate?

DO NOT:

DO:

Methods for Success

- 1)
- 2)
- 3)
- 4)

*Workshop based on book *Getting to Yes: Negotiating Agreement Without Giving In* by Roger Fisher and William Ury. 2nd Ed. New York, NY: Penguin Books (1991)