

## Negotiation Template

**Your Objective:** \_\_\_\_\_

\_\_\_\_\_

### Other Party

Interests/Issues	Best Result (BPR)	Minimum Result (MAR)	Priority (Li-Lo)	Give & Take (Tradeoffs)

### Your Organization

Interests/Issues	Best Result (BPR)	Minimum Result (MAR)	Priority (Li-Lo)	Give & Take (Tradeoffs)

### Possible Options to Offer:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



