

Bridge-Building Negotiation Worksheet

Name of Person with whom you are negotiating:

Title:

Company:

Interests: What is important?	Possible options	Alternatives if the negotiation doesn't work	Legitimacy of the options
What are our interests?	What are the possible options?	What are our alternatives?	What objective criteria could help us evaluate the options?
What are their interests?	Create options to bridge opposed interests.	What are their alternatives?	How can we create objective criteria if none exist?

(continued)

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