

Preparing For Negotiations

Like, intend and must positions

The best deal, like:

1.

6.

2.

7.

3.

8.

4.

9.

5.

10.

Preparing For Negotiations

Like, intend and must positions

An acceptable deal, intend:

1.

6.

2.

7.

3.

8.

4.

9.

5.

10.

Preparing For Negotiations

Like, intend and must positions

The worst acceptable deal, must:

1.

6.

2.

7.

3.

8.

4.

9.

5.

10.