

# PREPARATION SHEET

## DIFFICULT NEGOTIATIONS

Our target	Timeline & Compelling Events	Negotiation Team	Negotiation Team of Counterpart

Internal Briefing to Stakeholders	Use of Tactics & Questioning Techniques	List of own Demands	Personal Comments
<ul style="list-style-type: none"><li data-bbox="981 738 1141 756">• Non-Negotiable</li><li data-bbox="981 838 1103 857">• Negotiable</li><li data-bbox="981 936 1097 955">• Preferable</li></ul>			