

Beyond the Table

Session Worksheets

PARTY	INTERESTS	BATNA

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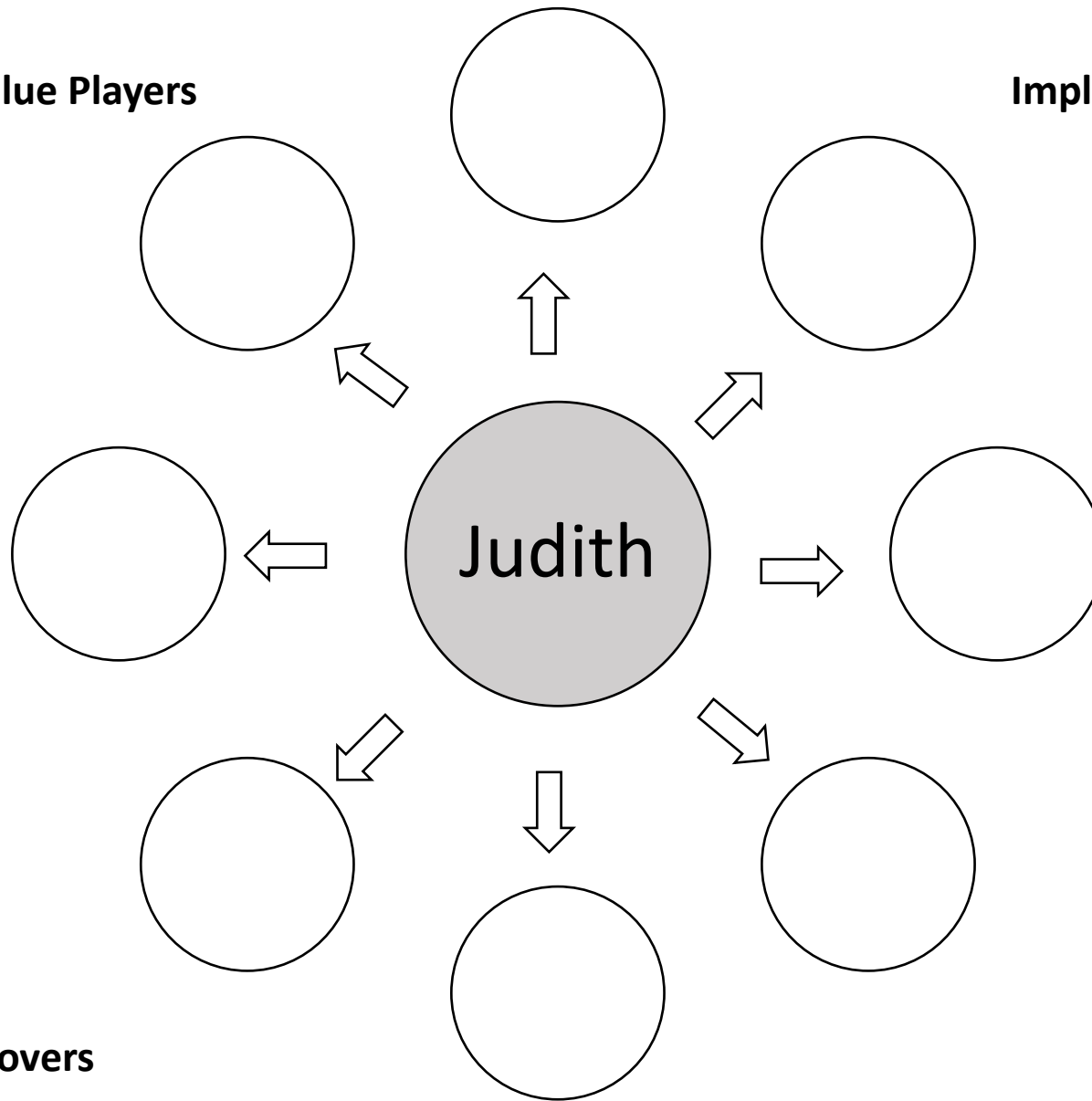
Stage of Negotiation	Barriers
3-D	
2-D	
1-D	

Stage of Negotiation	Strengths
<p style="text-align: center;">3-D</p>	
<p style="text-align: center;">2-D</p>	
<p style="text-align: center;">1-D</p>	

Stage of Negotiation	Actions Taken
<p style="text-align: center;">3-D</p>	
<p style="text-align: center;">2-D</p>	
<p style="text-align: center;">1-D</p>	

Highest Value Players

Implementers



Approvers