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Negotiation Preparation - This model shows how much resource should be used with negotiation preparation. Negotiation Check List - This template should be used as part of the negotiation preparation. This check list will enable a buyer to be certain that all generic aspects that could present themselves in a negotiation have been thought about as well as research prior to the negotiation itself.

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Principled negotiation has many of these same complications. Since the parties are not simply pushing each other towards a bottom line, the deals become collaborative, creative, and potentially complex.

Storyboard negotiations or outcomes can be of particular use during preparation:

How to Prepare for a Negotiation |

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