

TOOL 3

NEGOTIATION PROCESS MAP

You’ve seen this map in Chapter 3, but I’m including it here so it is at hand as you work through the other tools. As you look at the map, ask yourself:

“Where am I most likely to get stuck? (What will my counter-part say or do to throw me off track?) “
 What can I do at those moments? (What does it sound like?)”

