## **Negotiation Preparation Form**



What solution does each of the stakeholders prefer, initially?

What's behind your own motivation? What do you feel, believe, or intend, especially in the long run? WHY is this your first or initial preference?

What is your best alternative to a negotiated agreement if a fair agreement cannot be reached?

What constitutes fairness in settling this conflict? What criteria will you want to see used to judge an outcome?