

5TH RGNUL NATIONAL NEGOTIATION
COMPETITION, 2025

NEGOTIATION PLAN

Team Code: _____

Round: _____

BRIEF FACTS

CORE ISSUES

What brings us to Negotiation? What are our main interests? What are the suitable agendas?

Requesting Party:

Responding Party:

STRENGTHS AND WEAKNESS

*Strengths and Weaknesses of
Requesting Party*

*Strengths and Weaknesses of
Responding Party*

Our strengths are:

Our strengths are:

Our weaknesses are:

Our weaknesses are:

IMMEDIATE NEEDS AND INTERESTS

Our immediate needs are:

Our immediate needs are:

<u>Our short-term and long-term interests are:</u>	<u>Our short-term and long-term interests are:</u>
ZONE OF POSSIBLE AGREEMENTS (ZOPA) Possible areas of agreement and Positions of both the Parties	
<i>Requesting Party's Goals</i>	<i>Responding Party's Goals</i>
<u>Our high expectations are:</u>	<u>Our high expectations are:</u>
<u>The minimum we expect is:</u>	<u>The minimum we expect is:</u>
<u>An acceptable middle-ground is:</u>	<u>An acceptable middle-ground is:</u>
<u>Our authority to settle is limited to:</u>	<u>Our authority to settle is limited to:</u>
KNOW YOUR ALTERNATIVES – BATNA / WATNA	
<i>Requesting Party's Perspective</i>	<i>Responding Party's Perspective</i>
<u>Our costs to date:</u>	<u>Our costs to date:</u>
<u>Our chances of winning/ losing at trial:</u>	<u>Our chances of winning/ losing at trial:</u>
<u>Best possible alternative for us is:</u>	<u>Best possible alternative for us is:</u>
<u>Worst possible alternative for us is:</u>	<u>Worst possible alternative for us is:</u>