

## Pre-work Unlocking “Yes” by Selling Value Planner

ACCOUNT, FIRST NAME AND TITLE OF WHO YOU ARE NEGOTIATION WITH <i>(SAMPLE NORTH MOUNTAIN, TIM, VP OF PURCHASING CHAIN)</i>					
DESCRIBE YOUR HISTORY AND CURRENT RELATIONSHIP WITH THIS PERSON					
HAVE YOU NEGOTIATED WITH THIS PERSON IN THE PAST?	YES	NO			
IF YES, DID YOU ACHIEVE YOUR GOAL OUTCOME?					
IF YOU DID NOT ACHIEVE YOUR PLANNED OUTCOMES, WHAT WOULD YOU HAVE DONE DIFFERENTLY?					
IF YOU ARE RETURNING TO NEGOTIATIONS WITH THE SAME PERSON WHAT TACTICS DO THEY EXPECT?	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul>				
HOW WOULD YOU RATE YOUR COMFORT LEVEL WITH THE UPCOMING NEGOTIATIONS? <small>(SCALE OF 1 TO 5) 1 REPRESENTS MINIMAL COMFORT 5 EXTREEME COMFORT</small>	1	2	3	4	5
PROPOSED SOLUTIONS FOR THIS NEGOTIATION AND ITS VALUE:					
ANY ADDITIONAL CONCERNS ABOUT YOUR UPCOMING NEGOTIATION / DISCUSSION?					