

Negotiation Planning Guide

STEP 1 - Identify company objectives, expectations & alternatives

STEP 2 - Identify the supplier's business drivers

STEP 3 - Identify the supplier representatives

STEP 4 - Identify and plan for our strengths (weaknesses)

STEP 5 - Identify lists of issues that the supplier will raise

STEP 6 - Identify the key messages(s) that we want to deliver

STEP 7 - Organize the company negotiating team

STEP 8 - Develop a detailed strategy

Guide To Negotiation

Ian Pickup



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