

ACS Pre-Negotiation-Checklist 2019 var

Check

<p>✓ Define Goals</p>	<p>It is important to determine what you hope to get out of the negotiation.</p>	<input type="checkbox"/>
<p>Notes:</p>		
<p>✓ Compatible Cultures</p>	<p>In order to have a successful negotiation, two companies must have compatible goals and cultures.</p>	<input type="checkbox"/>
<p>Notes:</p>		
<p>✓ Negotiating Strategy</p>	<p>Before entering negotiations, have a clear vision of the role you wish to play, as well as the stance other people in the negotiation will take. Who is going to take the lead and steer the conversation?</p>	<input type="checkbox"/>
<p>Notes:</p>		
<p>✓ Price Determination</p>	<p>Calculate the highest price the buyer might pay and the lowest price the seller might sell.</p>	<input type="checkbox"/>
<p>Notes:</p>		
<p>✓ Personell and Assets</p>	<p>Define who and what will stay with the organizations and who and what will need to go. Key personnel? Ability to integrate?</p>	<input type="checkbox"/>
<p>Notes:</p>		
<p>✓ Leeway</p>	<p>Think about what concessions you are willing to make in order to drive the negotiations forward. What concessions would your opponent be willing to make?</p>	<input type="checkbox"/>
<p>Notes:</p>		
<p>✓ Best Alternative to No Agreement (BATNA)</p>	<p>Have a backup plan in case no agreement is reached. Think ahead to what the BATNA of your opponent would be.</p>	<input type="checkbox"/>
<p>Notes:</p>		
<p>✓ Opponents Personality</p>	<p>Do your research on who you will be negotiating against. Getting a better picture of their personality and desires will facilitate negotiation.</p>	<input type="checkbox"/>
<p>Notes:</p>		