

Negotiation Strategy Plan

Objective:

Build a structured negotiation plan.

Business Context:

Client is negotiating pricing and terms.

Tasks:

- Define BATNA
- Set pricing strategy (Ideal / Acceptable / Walk-away)
- Define concessions

Deliverables:

- Negotiation plan document

KPIs:

- Strategy strength
- Flexibility

Evaluation Criteria:

- Preparation level
- Strategic thinking