

Multiple phases of pre negotiation plan

This slide highlights phases of pre negotiation plan with timeline. It involves various stages such as intelligence gathering, formulation stage, strategy development and preparation stage.

Timeline	Phases	Explanation	Person responsible
Week 1	Intelligence gathering	- Collect, process and evaluate relevant data - Assess all environmental factors and prepare collective plans	Charles (Head of intelligence operation)
Week 2	Formulation	- Develop goals and objectives for each issue to be negotiated - Add text here	James(organizational leader)
Week 3	Strategy Development	- Helps to track progress of particular goal - Create vision with proper allocation of resources	Thomas(Board member)
Week 4	Preparation	- Deal with logistics concerns - Create report that determines negotiation scenario - Add text here	Eliot(Senior Manager)

Prenegotiation Planning

William Fosdick Morrison



Prenegotiation Planning:

The Prenegotiation Planning Book William Fosdick Morrison, 1985 The author a skilled negotiator shows how business can increase profitability by talking for money through each stage of the negotiation process The book presents a 27 point program designed to build profit through negotiations Readers learn how to develop specific negotiating goals and strategies before they sit down at the bargaining table Special situational tactics checklists charts fill in sheets and actual case studies help them implement the program step by step

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