

THINKING WIN/WIN WORKSHEET

- Do you have an upcoming situation that you want to negotiate to be win/win for all parties?
- How can you maintain a balance of consideration and courage, not just for yourself, but for others, as well?
- What obstacles keep you from applying Win/Win thinking?

Describe the situation below.

How can I *consider* the other party's point of view?

How can I represent my needs and desires with *courage*?

What obstacles do I have to getting to Win/Win in this situation?

Review: What went well? What can I do better next time?
