Negotiation planning helper

# Subject

**Ugli Oranges to cure Rudosen**

# Objective (substantive and relationship)

**To obtain the juice of at least 3000 Ugli oranges within two weeks.**

**To start to lead Dr Roland into a more productive working relationship.**

# My strategy

* **I need to find out his needs for the Uglis as I know he wants a number of them**
* **It’s important that I stay focussed on the future and not get involved in historical things**
* **I need to have the juice of at least 3000 oranges else people will suffer dreadfully**
* **I want to get Dr Roland on side so that Mr Cardoza does not profit at our expense. I intend doing this by getting Dr Roland on side on this point.**
* **It will be important that I hear him out so I must be patient**

# What I want is:

|  |  |  |  |
| --- | --- | --- | --- |
|  | Ideal | Like | Resistance Point |
| 1 | **Dr Roland to give me exclusive world access to all 4000 Uglis** | **3000 Uglis** | **The juice of 3000** |
| 2 | **This to be the start of a better working relationship with Dr Roland** | **Work together to get the Uglis and to start a better relationship with Dr Roland** | **-** |

# Questions I need to ask are

**Tell me about your need for Ugli oranges?**

**How many Uglis to do you need?**

**Do you know that Mr Cardoza has (3000) Uglis?**

**What do you know about stocks of Uglis elsewhere in the world this season?**

**Tell me about your production process once you get them?**

**What part of the Ugli orange do you need?**

# What I could give

|  |  |  |  |
| --- | --- | --- | --- |
|  | Offer | Cost to me | Value to my Negotiation partner |
| 1 | **To share resources in finding any other Uglis produced this season** | **Some additional administration liaison time** | **Save time and effort** |
| 2 | **Work together in preparation of and dealings with Mr Cardoza** | **Some additional administration liaison time** | **Save time and effort. Possibly budget savings to Dr Roland** |
| 3 | **To pull our budgets if necessary to secure Uglis from Mr Cardoza** | **Some additional administration liaison time** | **Increased chances of getting Uglis.**  **Possibly budget savings to Dr Roland** |
| 4 | **To rind the Uglis for him** | **Delivery to Dr Roland unless we share or he bears this cost** | **Save time and cost** |
| 5 |  |  |  |

# The negotiation partners

|  |  |  |
| --- | --- | --- |
| Who and Position | Preferences | My Approach |
| **Dr Roland (1)**  **Don’t know, other than he wants oranges** | **Don’t Know.** | **Establish his values and underlying interest early on.** |
| **Dr Roland (2)**  **Wants oranges.** | **Comes over as tough. Needs to be given her place of importance as an expert.**  **Loves Italian food**  **Visual Preference.** | **Offer to meet up in an Italian restaurant.**  **Mention her paper on synthetics in the new Scientist.**  **Use visual words and even flipchart.** |
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|  |  |  |

# My team

|  |  |
| --- | --- |
| Who | Role |
| **n/a** |  |
|  |  |
|  |  |

# Our BATNA

**Meeting to establish it next week.**

End