

# Concession planning

Negotiation is an art that involves an effective balance of give-and-take. Before entering into any discussions of this nature, it is wise to think through what you hope to get, and what you're willing to give up in order to get it. This activity is called concession planning and is an essential ingredient in any successful negotiation (Lewicki, 1981).



<b>Describe the perfect deal in this negotiation.</b>	<b>Describe the worst deal that you will still accept.</b>	<b>What are you planning to use for your opening offer?</b>	
<b>What are you hoping to get from this negotiation?</b>			
	How much is this <i>worth to me</i> ?		How much is this <i>worth to me</i> ?
	How much will this <i>cost them</i> ?		How much will this <i>cost them</i> ?
	How much is this <i>worth to me</i> ?		How much is this <i>worth to me</i> ?
	How much will this <i>cost them</i> ?		How much will this <i>cost them</i> ?
<b>What are you prepared to give up to get the above?</b>			
	How much will this <i>cost me</i> ?		How much will this <i>cost me</i> ?
	How much is this <i>worth to them</i> ?		How much is this <i>worth to them</i> ?
	How much will this <i>cost me</i> ?		How much will this <i>cost me</i> ?
	How much is this <i>worth to them</i> ?		How much is this <i>worth to them</i> ?