



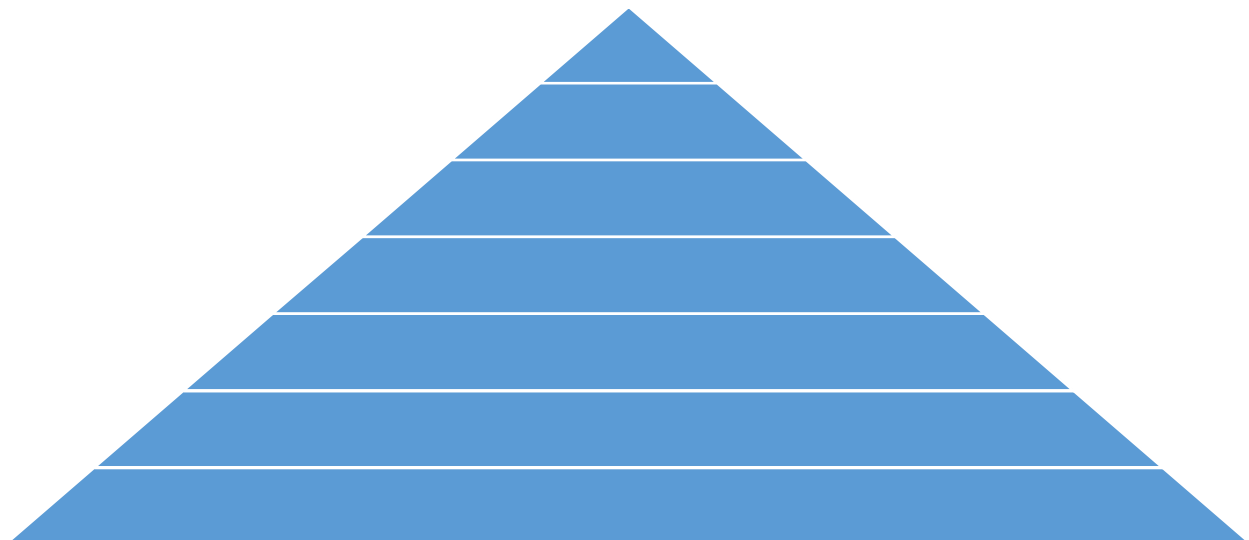
Worksheet

Conditions and concessions in the negotiations

List in the group which aspects of your company are helpful for cooperation and which can interfere with it.

Advantages	Disadvantages

Complete the pyramid of your company's priorities in the negotiation process:



Finance

Number of customers

Staff ready to work flexible hours

Working hours

Equipment

Quality

Execution time



List what concessions you are ready to make in the negotiation process:

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Final results of negotiations:

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