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| **Week 4 RESOURCES** |
| *Identifying Your BATNA* |
| *Complete this worksheet to identify your BATNA (best alternative to a negotiated agreement) and find ways to improve it.* |
| **1.** **What are your alternatives to a negotiated agreement? Identify your best alternative.**Make a list of what your alternatives will be if the negotiation ends without agreement. |
| 1. |  |
| 2. |  |
| 3. |  |
| 4. |  |
| 5. |  |
| **Review the list. Which of these alternatives would be best?**  |
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| **2. What could improve your BATNA? Consider the following questions:** |
| Are there any better arrangements you could make with other suppliers/partners/customers? |
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| Is there any way to remove or alter any constraint that makes your current BATNA poor? What? How? |
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| Is there any way to change the terms you bring to the table that could improve your BATNA? What? How? |
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| **3. Describe what your “new” BATNA will be, if you succeed in improving it.** |
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| Based on the work of William Ury |