

Tactics for negotiations

What do you anticipate will be the interests and objectives of the other teams? Who could be the best coalition partners for your organization?

SWOT of _____ organization

Internal situation:

Strengths of your position	Weaknesses of your position

External situation (having in mind negotiations and their impact on organization's activities, power, reputation):

	Opportunities because of collaboration	Threats because of collaboration
1.		
2.		
3.		
4.		
5.		

Priority line of organizations for collaboration and prospective alliances:

Best partner(s) for joint position:

Organisation	Proposal for negotiations

Maybe a possible partner(s) for collaboration:

Organisation	Proposal for negotiations

No-way (but maybe there could be some possible way to collaborate?):

Organisation	Proposal for negotiations

