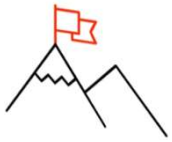
The Negotiation Map

part of the Negotiation Hypercube toolkit

Project:

Creation date and version:

The Big Picture



Start

Context Analysis

Scope

Type

Execution Tactics

Ready to negotiate

Synthesis

Owner:

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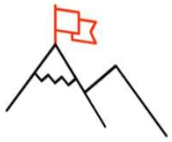

- ***Business case:*** *What is the outline of the project that the negotiation aims to support and is there a business case that justifies a negotiation?*
- ***Wider links:*** *How is this negotiation linked to the wider organisation?*
- ***Systemic principles:*** *How will culture, regulations and other systemic principles affect the way this negotiation is planned and executed?*
- ***Review and Evaluation:*** *How should the negotiation be evaluated and its outcomes be implemented?*

Start

Context Analysis

- ***Key Project and Cost elements:*** *How does the supported project and its cost elements affect the negotiation?*
- ***The profile of the other party:*** *Which are the key attributes of the other party and what is the background of your relationship?*
- ***External environment:*** *Which are the characteristics and dynamics of the external environment?*
- ***Balance of power:*** *Which are the sources of power, how can the balance change and the power be used?*

Scope

- ***Direct cost:*** *Which direct cost factors should this negotiation target and address?*
- ***Performance:*** *Which are the negotiated deliverables and performance levels?*
- ***Extended value add levers:*** *What are the extended levers that go beyond direct cost and performance and could bring additional value to the negotiation?*
- ***Legal elements:*** *How will the legal agreement look like and which elements are open for discussion?*

Type

- ***Approach to value and format:*** *Which is the preferred overall approach for creating and distributing value in the negotiation and which format can support it?*
- ***Methods:*** *Which negotiation methods should be followed and why?*
- ***Engagement with the other parties:*** *What will be the number and type of engagements with the other parties?*
- ***Exceptional challenges:*** *Which exceptional challenges will affect the type of this negotiation?*

Execution Tactics

Ready to negotiate

- ***Foundations:*** *Which underlying principles and techniques can support the effective execution of the negotiation?*
- ***Diplomatic tactics:*** *Which tactics can be used to promote the negotiation objectives in a discreet, cooperative and non-aggressive way?*
- ***Hard Tactics:*** *Which tactics should be used to apply significant pressure on the other party and push it to the desirable position?*
- ***Dirty tricks:*** *How dirty tricks and deception could be used and what are the necessary measures to be taken?*

Synthesis

- ***Objectives and Alternatives:*** *Which are the must and nice-to-have objectives of this negotiation, how are they prioritised and what are the available alternatives?*
- ***Tradeables and Concessions:*** *What are the potential tradeables and how to exchange them?*
- ***Execution plan:*** *What is the design and execution plan of this negotiation?*
- ***Execution requirements:*** *What resources and controls are required for this negotiation to be executed in the most effective and compliant way possible?*

Owner: