

EWOC ANALYSIS WORKSHEET

Step 1: For each quadrant, write down EVERYTHING that can be negotiated in the left column.

Step 2: For EVERYTHING you have identified in Step 1, write down what you WANT in the right column.

**List EVERYTHING
you can negotiate.**

**What do
you WANT?**

**List EVERYTHING
you can negotiate.**

**What do
you WANT?**

FINANCIAL	

STRATEGIC	

LOGISTICAL	

RELATIONAL	

Step 3: Create multiple OPTIONS for at least one element of the negotiation.

OPTION 1	
OPTION 2	

Step 4: Write down one or more elements you are willing to CONCEDE.

--

