

WinWith™ DEAL CANVAS

Use this Deal Canvas to prepare for any negotiation or conversation. Complete the section on the left about yourself first and on the right for your stakeholder. The WinWith™ section in the centre is where you build your deal. More information www.trustednegotiator.com

DEAL	DATE	VERSION
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OUR NEGOTIATION TEAM

Deal Owner	Leader
Coach	Reporter
Other experts	Our values
Our mandate	
Our needs	Our wants
Sources of power. What could make them move?	
Information to disclose	Information to ask for

WinWith™

Relationship dynamic ____ / 10 Stage in the process

INTRODUCTION: **Our intention is.....** So that we.....

TRADING VARIABLES:
Consider the Deal Zone for every variable.

Flexibility

Price

PROPOSAL:

FEEDBACK ON PROPOSAL:

OUR STAKEHOLDER'S TEAM

Deal Owner	Leader
Coach	Reporter
Other experts	Their values
Their mandate	
Their needs	Their wants
Sources of power. What could make us move?	
Information they disclosed	