

Discovery Agenda Worksheet

Think back to the episode you identified in the Personal Case worksheet and to the analyses you've done in the other worksheets up to this point. For most people, those steps in preparation leave them with some guesses or unanswered questions, such as "What is my counterpart's top priority in the negotiation?" and "Who else matters to my counterpart?" The goal in this worksheet is to identify and prioritize what else you need to discover. This worksheet builds on the ideas covered in the "Craft an Information Strategy, Part 1" episode of the online Negotiable tutorial.



What do you need to learn?

What unanswered questions do you have about your counterpart and their situation? What guesses have you made that deserve further testing?

How can you learn it?

How can you gather additional information or test your guesses? What could you do in advance of bargaining or once the conversation begins?

After you have identified some areas for discovery, prioritize them: Which ones are most critical? Focus your planning and action on them.