

Action/Reaction Worksheet

Think back to the episode you identified in the Personal Case worksheet. Imagine now that the conversation with your counterpart has begun. You cannot predict with certainty what they will say or do, but you can anticipate some likely moves they might make (e.g., “Make me an offer”), or questions they might ask (e.g., “What’s your limit?”). The goal in this worksheet is to anticipate some of those actions and think about what reaction you could have that would best serve your interests and definition of success. This worksheet builds on the ideas covered in the “Craft an Information Strategy, Part 2” episode of the online Negotiable tutorial.



Action

What might they do or say or ask? What would you do or say or ask if you were in their shoes?

Reaction

How could you respond in a way that would serve your interests and your definition of success?

It's one thing to write about your ideal response—and it can be something else to **enact** it. You might consider doing some roleplaying to practice your reactions in advance, especially ones you think are at least somewhat likely and that you find challenging.