

# Episode 19 - Worksheet

## ESTABLISHING SUSTAINABLE RELATIONSHIPS - Negotiating Mutually Beneficial Terms



Date :

*"In the end, it is not about winning or losing; it's about finding a way to make both parties better off."*  
— Nelson Mandela

1. Which of the below must you have before going into a negotiation? Select the best answer.

- a. Agreed Upon Price
- b. A Signed & Completed Contract
- c. Your Value Proposition
- d. A large sum of money
- e. A breakdown of all competitors offers/pricing

2. What are the key factors you need to take into consideration when beginning the conversation to find mutually beneficial terms. (Ex. Customers needs/wants, decision makers and outside influence, etc...)

- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
- d. \_\_\_\_\_
- e. \_\_\_\_\_

3. Can you think of a time where you've negotiated mutually beneficial terms in either your personal or professional life. Please give an example of the negotiation and end result.

---

---

---

---

---

4. List 4 perceived obstacles you can further negotiate to reach mutually beneficial terms.

- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
- d. \_\_\_\_\_

# Episode 19 - Worksheet

## ESTABLISHING SUSTAINABLE RELATIONSHIPS - Negotiating Mutually Beneficial Terms



Date :

5. Where in your future would you like to create mutually beneficial terms and what would that look like? (Ex. sales negotiations, career, business opportunities, personal relationships, etc.)

a. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b. You are committed to implementing these terms:

- a. Immediately
- b. Within the next 24 hours
- c. Within the next week
- d. Within the next month
- e. Within the next 3 months