**Negotiation Homework**

**Please choose a situation in your life that needs to be negotiated.**

* What are the issues being negotiated?
* What do you want from the other party? What are your objectives?
* What do you think s/he wants from you? What are her/his objectives?
* What obstacles (if any) do you anticipate in reaching a satisfactory solution?
* Based on what you learned in the course, what steps will you or did you take to resolve the situation?
* What was the outcome?