Negotiation: What do I want?

What do I want?	Rank Order	Weighting	Type of Measure	Aspiration	Reservation
Net Sales Value					
Volume					
Longevity of Agreement					
Range of Products or Services					
Payment Terms					
Renewal Terms					
Opportunity for post settlement-settlement					

<u>www.youngzinger.com</u> © C.R. Williams 2023 Page **1** of **1**