

How I Plan for Negotiating for Pay

- I use sticky notes on this planning guide so that I can use the guide again.
- I plan by using what I *know* about myself and what I *know* and *guess* about you.
- I *first* consider what you **Want** and then what I **Have** to help you get that.
- I *then* consider what I **Want** and what you **Have** to help me get that.
- I negotiate to get my **Wants** by exchanging my **Haves** that are *low cost* to me for your **HAVES** that are *high value* to me – and by helping you to do the same.

1. What do you want?

2. What do I have?

3. What do you have?

4. What do I want?