



# Negotiation Worksheet

For every issue to be negotiated, complete this worksheet. Fill in your goals and the goals of your former spouse. Write down the underlying interest behind the goals. Determine if you have shared goals. Start thinking creatively about what alternative options would help you both reach agreement. Negotiating a settlement agreement is not about winning and losing. It needs to be win-win-win: for you, for your former spouse, and for your family.

- **Aspire to**- What do you hope for? What is the best possible outcome?
- **Content with**- Where is the middle ground? What would you say is not good, but not bad?
- **Live with**- What is the minimum acceptable solution? Where's your bottom line?

## Issue

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A:	A:
L:	L:
C:	C:

## Underlying Interests

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- Shared Interest

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- Alternative Options:

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