



Negotiation Model

The model below represents a way of looking at a negotiation. This model is static, whereas the process of negotiation is extremely dynamic, however it is a useful way of visualising the mechanics of negotiation.

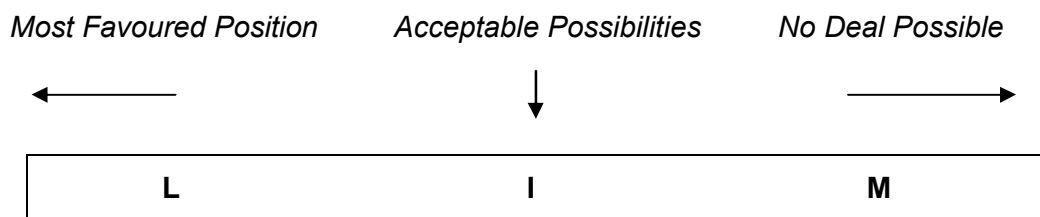
Model

This model assumes:

- there are **two or more** participants
- the participants have a **range of interests** and there is the **possibility of overlap**
- there is **movement**

Range of interests

Both participants in a negotiation must have a range of interests or objectives. At one end of this range of interests is your most favoured position – that is the ideal result you would like. At the other end of this range comes a point at which it's not worth your while trying to negotiate – there is no deal possible. In between are a number of acceptable possibilities.



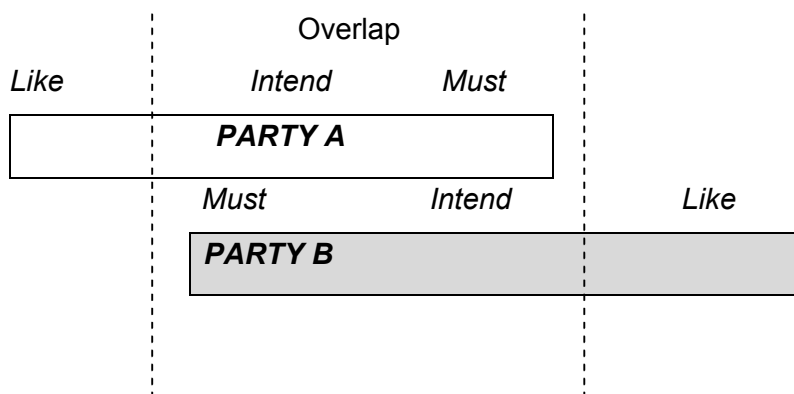
LIM-IT

When we discuss these possibilities in negotiations, we can divide them using the *LIM-it* system. That is, we divide the interests into three categories:

- Like to Get = Most Favoured Position
- Intend to Get = Acceptable Possibilities
- Must Get = No Deal Possible

Classic negotiation

Most negotiations are based on some arrangement of the two parties in overlap. This is illustrated below:



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