

Information-Based Influence Plan

What's the problem?

I must communicate to *(solve what problem)*.

What are our specific Goals?

My goal:

Their goal:

What are everyone's interests (label as Common, Competitive, Ancillary)

Mine

Theirs

IV. Leverage

<p>If no agreement, my best alternative is:</p> <p>Can I improve this?</p> <p>Leverage favors: <input type="checkbox"/> Me <input type="checkbox"/> Other Party <input type="checkbox"/> About even</p>	<p>If no agreement, their alternative is:</p> <p>Can I affect their alternatives or make their current situation appear worse?</p>
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V. Possible Proposal Options

Options: Build on Shared Interests/Bridge Conflicting Interests/Be Creative