

Negotiation Journal

Negotiation & Role:	
Feedback Partner(s):	

1. SELF EVALUATION

a) My intentions before the negotiation (First list the tactics/strategies you wanted to try, goals, and focus areas f. Then star the intentions you feel you achieved.)

b) My behaviour during the negotiation (Observe yourself from the outside. Regardless of your intentions, what behaviours did you exhibit? What image, style, emotions do you think you conveyed? What tactics and strategies did you use, whether you planned to or not?)

c) How do you feel about your performance and behaviour after negotiating? (Be honest with yourself about subjective intuitions and emotions. You don't need to share this section with anybody else.)

General reactions:

Strengths:

Weaknesses:

Surprises:

2. COMPARATIVE EVALUATION: After learning how others in the class performed in this negotiation, how did you compare? (Use objective criteria when possible)

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3. PEER EVALUATION (Don't bias your partner by sharing how you think you behaved just yet!)

Listen without explaining Without sharing your own views or explaining, let your partner describe your behaviour and style during the negotiation, and any intentions they believe you were trying to achieve.

Intentions vs. Behaviour Share your intentions (1a), not whether you think you met them or not. Ask your partner(s) which intentions you achieved and how you achieved them.

Self-Awareness Did your partner's perception of your behaviour match your own (in 1b)? Don't explain or defend, just listen and report. Where were you on the same page? Where were the mismatches?

4. REFLECTION: How did your performance and behaviour in this negotiation compare to previous negotiations?

4. DEVELOPMENT PLAN

Behaviours to repeat & build upon:

Behaviours to consider limiting:

Behaviours to try in the future: