Strategic Pre-Negotiation Research Framework

November 11, 2026
Prepare for a negotiation by organizing relevant background research.

What this guide covers

- Review the industry and business context.
- Consider priorities, budgets and decision authority.
- Summarize findings for the negotiation team.

Who this is for

For professionals preparing business discussions.

Putting the ideas to use

Choose one upcoming negotiation and organize the information already available.

Book details

Format: Guide. Pages: 14. Words: 823.

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