



## Three degrees of alternatives:

- **BATNA:** Best Alternative to a Negotiated Agreement
- **WATNA:** Worst Alternative to a Negotiated Agreement
- **MLATNA:** Most Likely Alternative to a Negotiated Agreement





## You are ready to negotiate when:

- Your interests, options and alternatives are known;
- The process is in place and acceptable to the stakeholding parties;
- The communication systems are in place and workable;
- You have adopted a negotiating strategy.

