

Self-Advocacy Worksheet for Negotiating

The key to self-advocacy is preparation. Use this worksheet to get ready for your next negotiation.



Self-Advocacy Scenario

Plan your negotiation strategy with these prompts.

What is the current position? _____

What is your ideal outcome? _____

What does the other party want? _____



Self-Advocacy Questions

Answer the following questions to uncover your goals and strengths.

What is my best case scenario?

What is my worst case scenario?

Why do I deserve this?

Do I have any deal breakers?

What is my settling point?

Where am I flexible?



Personal Summary

Write out a summary of your ideal outcome of the scenario.
