

The Defense of Jisr Al Doreaa Negotiation Preparation Worksheet

Contact's Name:		DTG:	
Desired Outcome:			
STRATEGY:		CONTACT'S INTENT:	
IO THEMES:			
Talking Points:		Order of Events: <ul style="list-style-type: none"> ▪ ▪ ▪ ▪ ▪ ▪ ▪ 	
Possible Impasse Issues:		Zone of Possible Agreement:	
Negotiation Points <ul style="list-style-type: none"> - - - - - 			
IBC: <ul style="list-style-type: none"> - - 		Coalition Measures: <ul style="list-style-type: none"> - - - 	EXIT STRATEGY: <ul style="list-style-type: none"> - -
Previous Meet: (Previous MTG)		Previous Meet: (Today)	Previous Meet:
Your Bottom Line Requirement:			
Counterpart's Bottom Line Requirement:			