

# In the Weeds

## Worksheet

### Key Negotiation Terminology

#### Alternatives

- *What alternatives did Kurt Wilson have for his grass-cutting contract? What alternatives did the Stockton vendors have?*

#### Best Alternative To Negotiated Agreement (BATNA)

- *Of the alternatives above, which was the most favorable for Stockton?*
  
- *What made it the best? (Most pros, fewest cons; credible to the opponent; lowest transaction cost; easy to implement and readily available)*

#### Reservation Point

- *What was the reservation point for Wilson? For vendors?*

#### Target Point

- *What was the target point for Wilson? For vendors?*

#### Zone of Possible Agreement (ZOPA)

- *What was the ZOPA in this negotiation? If you do not identify a ZOPA, why not?*