**Бланк подготовки к переговорам**

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| **ВАШИ ИНТЕРЕСЫ** | | **ИНТЕРЕСЫ ВИЗАВИ** | | | |
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| **ПАРАМЕТРЫ СДЕЛКИ** | | | | | |
| ВОПРОСЫ к ПЕРЕГОВОРАМ | **ПРИОРИТЕТ** | | | **MIN (худшее)** | **MAX (лучшее)** |
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|  |  | | | \_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_ | \_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_ |
| **ТРЕБОВАНИЯ** | | | **УСТУПКИ** | | |
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