

The Orange — Pre / Post Answer Sheet

Answer twice: once before the activity (about your own week), once after the debrief (about this session). Circle one number per row.

Report team-level deltas only. Never rank teams — the orange measures the team's negotiation process, not talent. · scoring: sum · range [6, 30]

PRE — about my own last week

# / Statement	never 1	rarely 2	sometimes 3	often 4	always 5
1 · In disagreements, I ask what the other side needs it for.	1	2	3	4	5
2 · I state my position early to anchor the discussion. (reverse)	1	2	3	4	5
3 · I share my real constraints when the other side hasn't earned it. (reverse)	1	2	3	4	5
4 · When two sides want the same thing, I look for what each actually needs.	1	2	3	4	5
5 · Splitting the difference feels like the fair ending to me. (reverse)	1	2	3	4	5
6 · Before I counter an offer, I ask at least one question about it.	1	2	3	4	5

POST — about the session we just ran

# / Statement	never 1	rarely 2	sometimes 3	often 4	always 5
1 · During the negotiation, we asked (or regretted not asking) what they needed it for.	1	2	3	4	5
2 · We opened with our position — and the anchor held all eight minutes. (reverse)	1	2	3	4	5
3 · We held our brief back the whole time — even when sharing it would have paid. (reverse)	1	2	3	4	5
4 · Once the interests surfaced, a deal beyond 'half each' appeared quickly.	1	2	3	4	5
5 · Half felt fair right up until the reveal showed what it cost. (reverse)	1	2	3	4	5
6 · Before our next disagreement, we will ask one question before countering.	1	2	3	4	5