WICKED GROWTH CLUB

Prepare. Practice. Trade with Discipline.

An AI-assisted sales negotiation workbook

AI helps you prepare. It never has authority to commit price, scope, timing, security language or contract terms. Those stay with authorized people. Use only deals and information you are permitted to use.

How to use this workbook

- Work through the pages in order, before you ask AI for a draft.
- Mark anything you do not know as unknown. Do not fill a gap with a guess.
- Keep the workbook with the work so a manager can see what each statement rests on.
- The full guide, with prompts and a worked example, is at wickedgrowthclub.com/blog/ai-sales-negotiation/.

Page 1: Negotiation readiness

Area	Ready?	Evidence	Gap and owner
Buyer outcome			
Validated scope			
Decision process			
Stakeholders			
Approved commercial facts			
Authority limits			
Legal/security status			
Mutual action plan			

Page 2: Evidence map

Issue	Confirmed fact	Buyer statement	Seller inference	Unknown
Price				
Scope				
Timing				
Competition				
Approval				
Risk				

Page 3: Range and authority

Variable	Preferred	Acceptable	Stop/escalate	Approver
Price				
Scope				
Term				
Payment				
Launch				
Implementation				
Support				

Page 4: Concession ladder

Order	Possible movement	Cost/risk	Required give-get	Authority
1				
2				
3				
4				
5				

Page 5: Question plan

Questions that uncover the reason beneath a demand

1.

2.

3.

Questions that test whether other blockers remain

1.

2.

Questions that clarify process and authority

1.

2.

Page 6: Roleplay scorecard

Category	Attempt 1	Attempt 2	Manager score	One change
Fact control				
Question quality				
Listening				
Value clarity				
Trade discipline				
Authority				
Close				

Page 7: Real-call plan

Shared outcome

Three facts I can use

1.
2.
3.

My pause sentence

My desired close

Page 8: Debrief

Type	What happened	Evidence	Owner/next action
Agreement reached			
Discussed, not agreed			
New information			
Approval request			
Forecast risk			

What I would say differently next time