

Supplier: _____

Buyer: _____

Date: _____

Trading Variables

Challenge	Response

Supplier: _____

Buyer: _____

Date: _____

Gives & Gets

Variable	Give		Get		LIMits		
	Value to us	Value to them	Value to us	Value to them	Like (open)	Intend (target)	Must (break)

Propositions

If You...	Then we...	(subject to...)