

Negotiation Workshop with Red Bear Negotiation

September 9, 2020: 9 a.m. – 1 p.m. (CT)

Virtual Delivery

[Registration Now Open](#)

Event Agenda:

- Workshop Introduction
- Explore explicit negotiation challenges and Wrong Turns
- Negotiation Simulation: *Shooting Star*

BREAK (15 min.)

- Analysis and Critique of the Negotiation Approach
- Three Keys to Profitable Agreements
 - Boundary Testing
 - Developing a Strategic Framework
 - Managing Information
- Exploration/What It Takes to Improve Negotiation Skills
- Commitments, Wrap-Up and Adjourn