



Negotiation Strategist Research

2017 Speaking and Seminar Catalog¹

TOPICAL

T1: DEAL POINTS. (2 Hours) Choose from the following to map a negotiation strategy and be prepared for your forthcoming negotiation and develop your product or service strategy:

1. Acquisition of Assets Purchase
2. Automotive Transaction
3. Confidentiality / Non-Disclosure
4. Employment – General
5. Employment – Executive
6. Entertainment – Performer
7. Entertainment – Venue
8. Family Restructuring
9. Hardware Lease – Capital
10. Hardware Lease – Operating
11. Hardware Purchase – Low Tech
12. Hardware Purchase – High Tech
13. Joint Technology Development
14. License – Intellectual Property (Patent, Trademark, Trade Secret, and Copyright)
15. Multi-party Consortium
16. Real Estate Purchase
17. Real Estate Lease
18. Retail
19. Service – Information Technology
20. Service – Independent Contractor
21. Service – Telecommunications /Data /Cell
22. Service – Advertising Electronic
23. Service – Cloud Computing
24. Service – Construction
25. Service – Professional
26. Subscription Model
27. Software – General
28. Software as a Service
29. Stock Purchase – Closely Held
30. Technology Transfer

T2: Creating a negotiation culture. (12 Hours) Draft Negotiation Process Plan For Your Organization, a facilitated encounter.

T3: Government Procurement. (12 Hours) Review of entire NSR method with interactive exercises, form agreements, and checklists. Case studies in government procurement.

T4: Corporate Procurement. (12 Hours) Review of entire NSR method with interactive exercises, form agreements, and checklists. Case studies in corporate procurement.

¹ All Materials Updated with Latest Research