

# SMARTNERSHIP MASTERCLASS: HYBRID ONLINE NEGOTIATION WEBINAR

## Welcome (Selfpace)

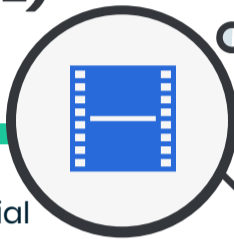
Syllabus



## Chapter 1 (LIVE)

May 21 2020

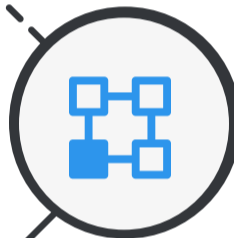
### Introduction



Introduction, content, initial Q&A and presentation of the program. The 4 important things to remember

## Chapter 2 (Selfpace)

Trust

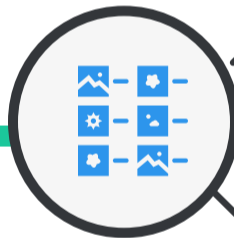


Create a strategy, Discussing TrustCurrency and NegoEconomics.

## Chapter 3 (LIVE)

June 4th 2020

### SMARTnership



What is SMARTnership. A case story. The 10 phases in a successful negotiation

## Chapter 4 (Selfpace)

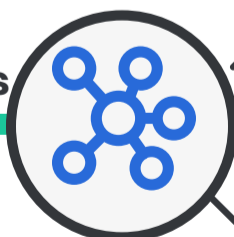
Preparation



Communication in negotiation. check lists, The Strategy Assessment Matrix

## Chapter 5 (Selfpace)

### Negotiation tactics



The 5 different negotiation styles + online negotiations

## Chapter 6 (LIVE)

June 11th 2020

### Wrapping up - Q&A



Conclusion and Q&A



Instructor lead webinar  
LIVE



Self pace