

Learning Objectives

- Develop an understanding of the negotiating process
- Gain knowledge of negotiating techniques
- Explore the deal-making process and tips for effective deal-making
- Understand effective contract management and how it relates to your business
- Practice/develop negotiating skills

The Dealmaking Process: Negotiating in the Real World

Session Eleven

Date: _____

Due: _____

Class Opener**Instructor Topics**

1. Negotiating the Deal
2. Making the Deal
3. Contract Management

Guest Speaker**Break**

- Refreshments
- Networking Break

Work Hour**Assignment for Session Twelve:**

WORKBOOK	Read and Complete WORKSHEETS in Workbook Session 11. Look at Session 12.
WRITE	Using the Writing Your Plan sections found in Workbook Session 11 as your guide, complete the Cover Page, Table of Contents, Section I. Executive Summary , and Appendix Section of your NxLevel® Business Plan
TEXT	Read Part XI: Managing Growth (Chapters 42 through 45) and Part XII. Conclusion (Chapter 46)