

**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)