

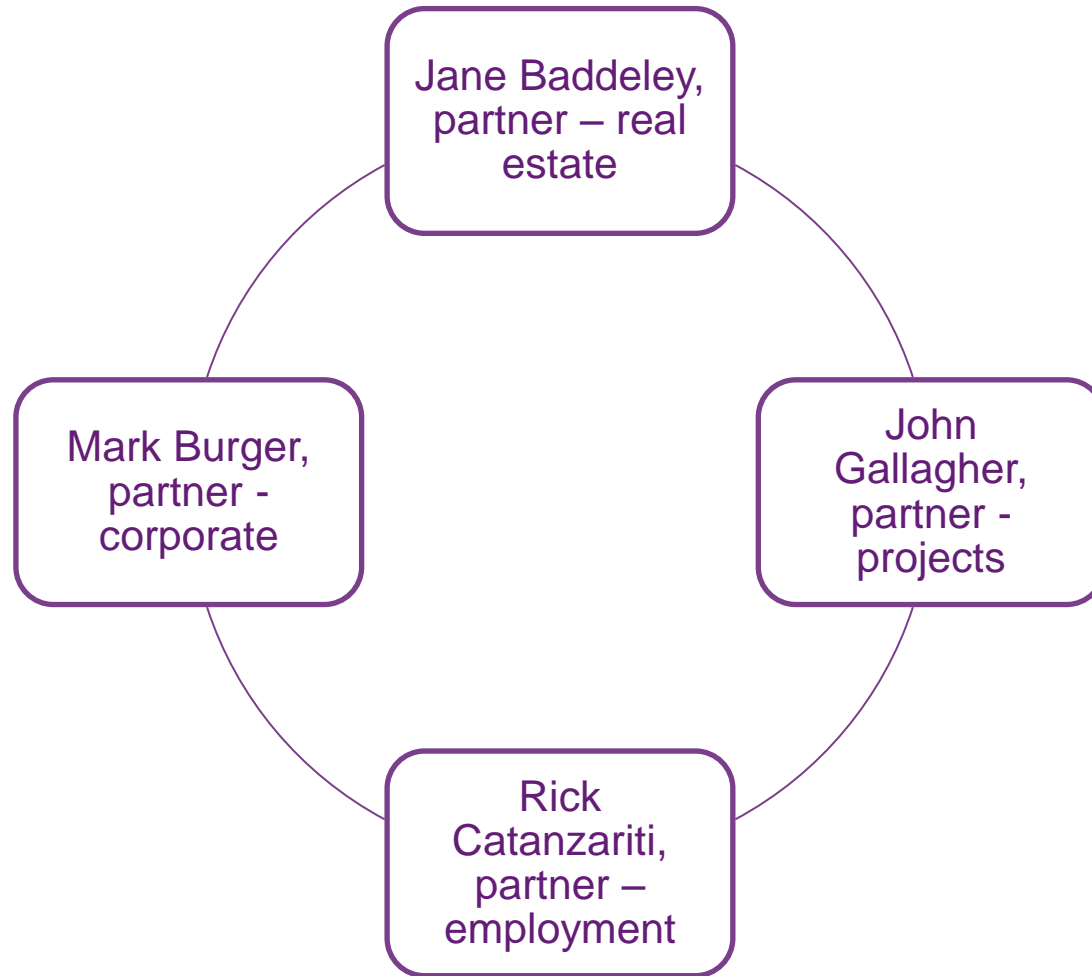


# SESSION 5A: TOP TIPS FOR NEGOTIATIONS

WIN In-House Counsel Day Melbourne 2017

**Thursday, 23 February 2017**

# Panellists



## Goals

- Commercial & sustainable outcomes
- Meet time and budget constraints
- Protect interests of organisation
- Minimise stress on negotiating team

## Planning

- Managing expectations
- Understand stakeholder drivers
- The need (or not) to maintain goodwill and future working relationships
- Catering for delegated authority

## Dynamics

- Cultural and jurisdictional issues
- The people present and backgrounds
- Internal or external negotiations?
- Physical environment / break out areas
- Develop own style

## What works / doesn't work?

- Playbooks
- Reasoned versus reasonable position
- The value of silence

## Form

- Written v face to face negotiations
- Strategies for dealing with poor behaviour

