

## **Leadership of the Business of Medicine The Art of Negotiations**

April 22, 2017

### **Agenda**

7:30am – 8am

Breakfast

8am – 8:15am

Welcome and Introductions

8:15am – 10am

Negotiating Basics

Win – Lose Negotiation

Win – Win Negotiation

10am – 10:30am

Multi-Issue Negotiating

10:30am – 12:30pm

Multi-Party Negotiating

**see blue.**