

Get More of What you Want: Negotiation and Getting to Yes

Workshop

Arts & Business Council of Greater Boston

[Org/Publisher Website](#)

Topic Planning | Legal

Location

(Workshop

Only)

Occurance

(Workshop

Only)

Published

Date

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Only)

Description This core workshop focuses on understanding and implementing "win-win," interest-based negotiation techniques. The goal of this workshop is to help artists understand how adversarial approaches to negotiation and conflict can be transformed into problem-solving collaborations, producing better outcomes for all parties while enhancing long-term working relationships.

Fee required
to access? Yes

Access: [Link to Content](#)

Speakers