

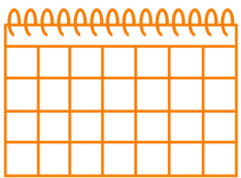


Yesterday's negotiation and contracting skills won't work for tomorrow's deals that demand collaboration and flexibility in a dynamic business world where "business happens." This intensive course is ideal for individuals who want to take their negotiations and contracting skills to the next level. The highly interactive and interactive course provides an intimate Executive Education setting where participants learn cutting edge relational contracting principles that "flips" conventional negotiations on its head – turning any negotiation into a more collaborative contracting exercise.



FORMAT:

- 5 mini **zoom** sessions
- Highly interactive discussion and *RealPlay*® exercises
- Q&A sessions with real deal teams



WHEN:

- March 5, 6, 12, 13, and 20
- Sessions are 4 hours or less and begin at 9am Eastern/3pm CET
- See following page for course schedule



COST:

- \$2,975
- Groups of 3+ receive an additional 15% discount (\$2,528.75)
- Added benefit of no travel costs



REGISTER:

- Use [this link](#) to register (use Vested as the program category)
- Or Email Kate Vitasek (kvitasek@utk.edu)
- Or Call Kate Vitasek at 425-985-6396

This course comes with a complimentary registration to the **Getting to We** online course and associated relational contracting toolkit (\$495 value)



Session 1	Session 2	Session 3	Session 4	Session 5
Wednesday March 5, 2025	Thursday March 6, 2025	Wednesday March 12, 2025	Thursday March 13, 2025	Thursday March 20, 2025
Topic 1 7:00 – 8:15 Intro / Overview / Teams / Using Mural to Co-Create	Topic 5 7:00 – 8:00 Overview of Getting to We Collaborative Contracting Process 8:00 – 8:15 Break	Topic 7a 7:00 – 7:30 Guiding Principles Topic 7b 7:30 – 9:30 Breakout : Establishing the Guiding Principles (includes break)	Topic 8a 7:00 – 7:15 Role Guiding Principles Play	Topic 9c 7:00 – 9:00 Breakout: Negotiating Clauses (remaining clauses) (includes break)
			Topic 8b 7:15 – 8:00 Breakout: Role Guiding Principles Play	
8:15 – 8:30 Break	Topic 6a 8:15 – 8:30 Discussion: Creating a Shared Vision	Topic 9a 9:15 – 9:30 Break	9:00 – 9:15 Break	
Topic 2 8:30 – 9:15 Discussion: Why Do We Write Contracts	Topic 6b 8:30 – 9:45 Breakout : Prep for Your Collaborative Contracting with Viking/Irish --- Develop Viking/Irish Shared Vision	9:30- 9:45 Break	Topic 9d 9:15– 10:30 Remaining Clauses: Report Out/ Discussion	
9:15 – 9:30 Break	9:45 - 10:00 Break	Topic 7c 9:45 – 10:45 Guiding Principles Report Out/ Discussion	Topic 9b 9:45 – 10:45 Breakout: Negotiating Clauses (Termination Clause)	Course Wrap
Topic 3 9:30 – 10:30 Discussion: What is a Relational Contract? When is it used	Topic 6c 10:00 – 10:45 Shared Vision Report Out/ Discussion		Topic 4 10:30 – 10:50 Example/Toolkit Overview: How to Structure a Relational Contract	
Wrap and prime for next session	Wrap and prime for next session	Wrap and prime for next session	Wrap and prime for next session	

*Please plan ahead: we start **and** end class on time!*