

## Session 2

### Common Negotiations Situations Facing a Technology Policy Leader:

- Any policy situation with multiple stakeholders in a room
- Salary negotiation
- Annual goal setting and subsequent performance evaluation
- Internal negotiations to ensure you can support external policy standards
- Purchasing – supplier or customer
- Identifying and acquiring needed resources
- Scheduling
- Conflict resolution – as a person involved in a conflict or as a third party in a mediation role
- Negotiations between unions and employers
- Interface between technical solutions and environmental or political constraints
- Work in any group or team

### Reflections on the weekend:

- Fun and cooperation
- Action
- Learning by doing
- Team building
- Wall breaking
- Exchanging community
- Getting there – but ain't there yet
- New friends
- Challenge yourself
- Context change
- Team and open mind
- Getting to know each other better
- Self knowledge
- Encouraging each other
- Learning and cooperating
- Good food
- Cool teamwork
- New memories
- Discovering people
- Questioning oneself
- Learning from others
- Addressing your weaknesses
- Go big green
- Absorbing contribution
- Good start
- Big challenge
- Cooperation

- Getting to know one another
- Enlightening
- A beginning
- Reflection
- Leaders in cooperation
- Challenging and fun
- Sense of community
- Positive framework
- Real
- Discovering cultural differences
- Need a nap
- Perspective shift
- Think win-win
- Connecting
- Working together
- Learn dancing
- Enriching
- Appreciation