

**Day 2, Session 2**

**Session name: Negotiation Skills (continuation)**

**Duration: 90 min**

Hours/ Time	Topic/ Activity	Method and description of activity flow	Training materials needed (e.g. Handouts, PPTs, Video, etc.)	Materials needed	Lead trainer
90 min	Negotiation Skills – Deepening (Continuation)	<p>Presentation/Illustration of four skills: 80 min (20 min/skill)</p> <p>The trainer will also provide feedback or brief input if necessary. The participants will receive comprehensive information regarding the negotiation skills at the end of the session (printed, by emails in the form of Word, PPT, etc.).</p> <p>A possibility could be to have the information prepared on PPT, but make sure not to repeat what the participants already mentioned. Keep in mind that using a PPT will add extra-time (at least 10 minutes to each of the skills).</p>	Handout with the information for negotiation skills		2 trainers