

HATCH: LESSON

FIVE

NEGOTIATIONS, CONTRACTS, RISK & BUDGETS



Negotiations

- Homework Check-in
- “Line” Exercise
- Defining Negotiation Uses & Tactics
 - Defining Negotiation
 - Negotiation Styles
- Negotiation in Use
 - Interest vs. Position
 - Apartment Rental Activity
 - Ingredients of Effective Negotiation
- “Effective Negotiating” Exercise
- Negotiations in Public Art

Contracts, Risk & Budgets

- Public Art Contracts
 - What is a Contract and Why Do You Need One?
 - Types of Contracts
 - Lawyers and Why do You Need One?
 - What Do You Need in a Contract?
 - Best Practices
- Risk
 - Professional Risk
 - Personal Risk
- Budgets: A Risk Management Tool
 - “Budget Expense” Exercise
 - Things to Consider
 - Resources for Budgeting
- Daily Wrap-Up, Homework Assignment & Evaluation