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