



ACCELERATING INNOVATION IN
HEALTH TECH, SMART CITY
AND GREENTECH

Joint Program Training Sessions

MVP phase

Workshop no2

12th April 2023

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WORKSHOP NO 2: IMPACT NEGOTIATIONS

Agenda*

- **12.4.2023**



9:00-11:00 CEST	Nuno Delicado Adopt empowering mindsets Q&A
11:00 – 11:30 CEST	Break
11:30 – 13:30 CEST	Prepare with the Negotiation Canvas Q&A

WORKSHOP DETAILS

Workshop 2: Impact Negotiations

Goal:

Negotiation is a key skill for navigating both personal and professional relationships. By understanding the negotiation process, it is possible to reach mutually beneficial agreements that can help to build strong relationships and achieve important goals. When negotiating with investors, bosses, or customers, it is important to understand their motivations and goals. This can involve doing research on their business or personal interests, as well as asking questions and actively listening to their needs and concerns. Canvas provides a visual representation of the negotiation process, including the parties involved, their interests and priorities, and potential trade-offs that can be made to reach an agreement.



Speaker: Nuno Delicado

Expertise: Negotiation, mediation, conflict management, impact/social entrepreneurship, management consulting



LinkedIn link: <https://www.linkedin.com/in/nunodelicado/>

Bio: Nuno Delicado is founding partner of Pluris, a consulting firm helping clients boost negotiation capabilities to generate positive impact. Among other challenges, he has contributed in international boundary disputes, oil & gas contracts, state budget and fiscal regime discussions, mergers & acquisitions, union disputes, job negotiations, conflicts with businesses, communities and families, as well as a variety of sales and procurement deals. A world traveller, Nuno has worked in 50 + countries in all continents, with 100+ clients in the private, public and social sectors. He has taught thousands of participants in executive courses and master programs at top academic institutions around the world, especially at INSEAD and the Lee Kaun Yew School of Public Policy. Previously, Nuno was a management consultant with Bain & Company and with McKinsey & Company, in the Americas, Asia and Europe. Passionate about sports, he is a founder of Sport for Life, an international movement promoting development by training thousands of youth in Africa and Asia.

Title of training part 1: Adopt empowering mindsets

Title of training part 2: Prepare with the Negotiation Canvas

Outcome: The outcome of the workshop is not just a tool, but also the knowledge and skills needed to use it effectively. Participants will leave the workshop feeling empowered and equipped to apply what they have learned in their daily lives.

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