

**Expanding Competency: The Art of the Difficult Deal – Understanding Contract
Legalese and Basic Negotiation, Preparation and Techniques**

NCURA Workshop # 12

Sunday, November 2, 2008
8:30 – 12:00

OUTLINE

- I. Standard Contract Terms and “Legalese”: What they mean and how to use them.
- II. Reading and Understanding the Impact of Contract Clauses: A survival guide
 - a. Reviewing terms that apply to your university
 - b. How review changes when drafting terms to apply to others
- III. Special Concerns related to MOUs and Unfunded Collaboration Agreements
- IV. Contract Negotiation Tactics:
 - a. How to prepare for the difficult negotiation
 - b. How to gain credibility to the other side
 - c. How to pick and construct the arguments that “win”