

CONFIDENTIAL



JULY 6, 2019

Global Summit of Women – Basel, Switzerland

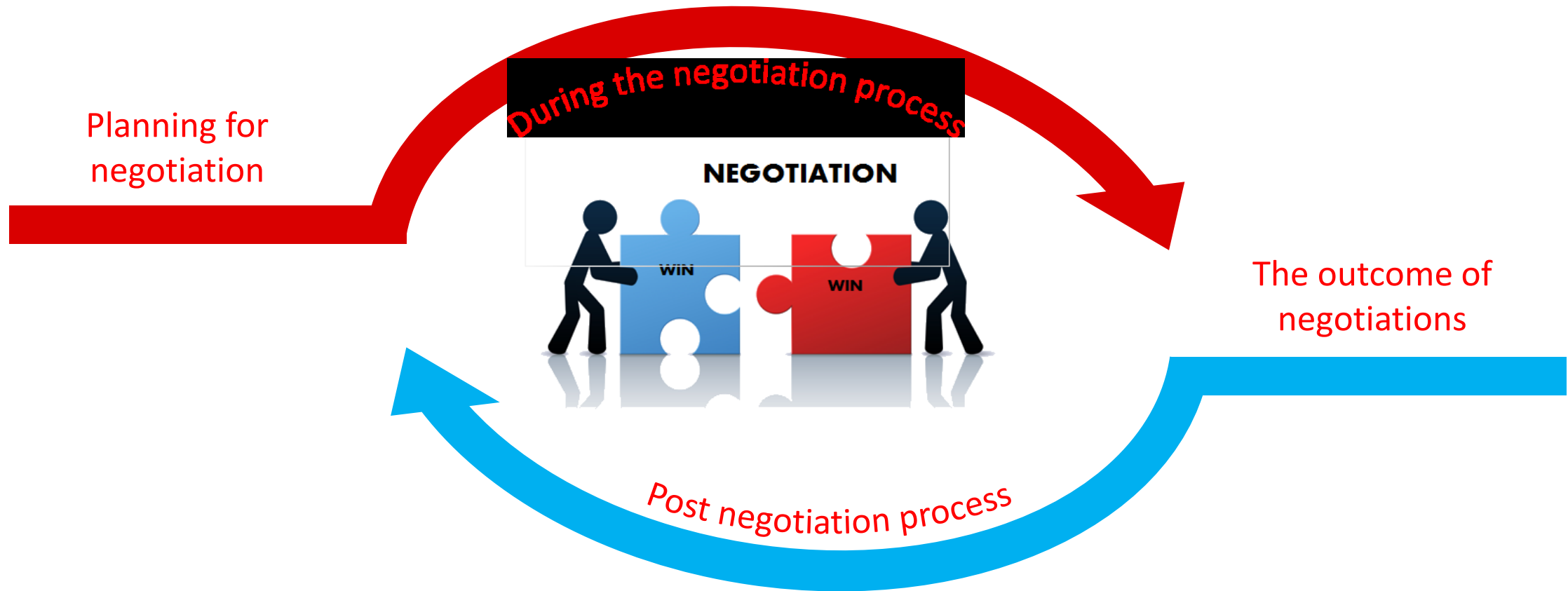
Developing Win-Win Negotiation Skills in business

Diane de Saint Victor



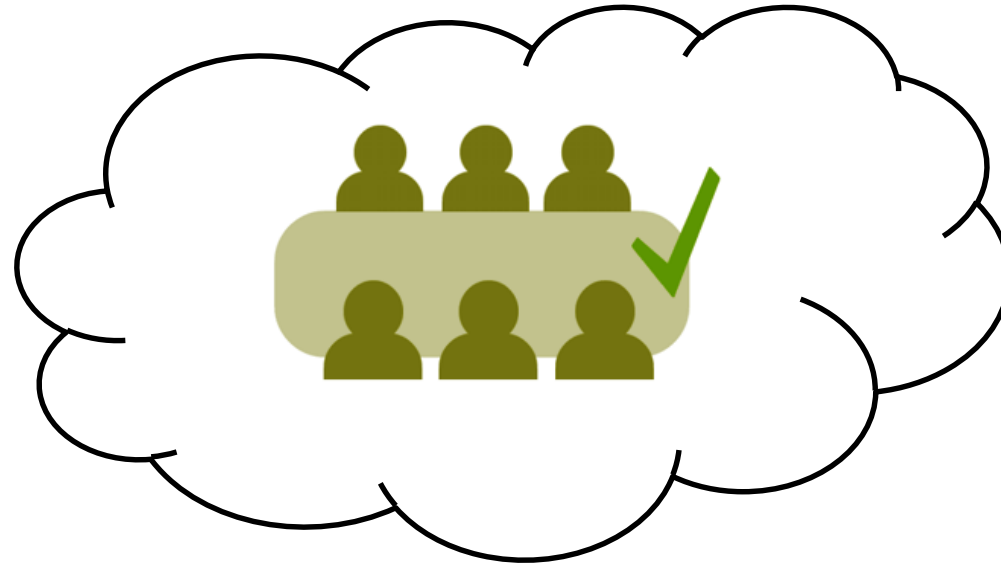
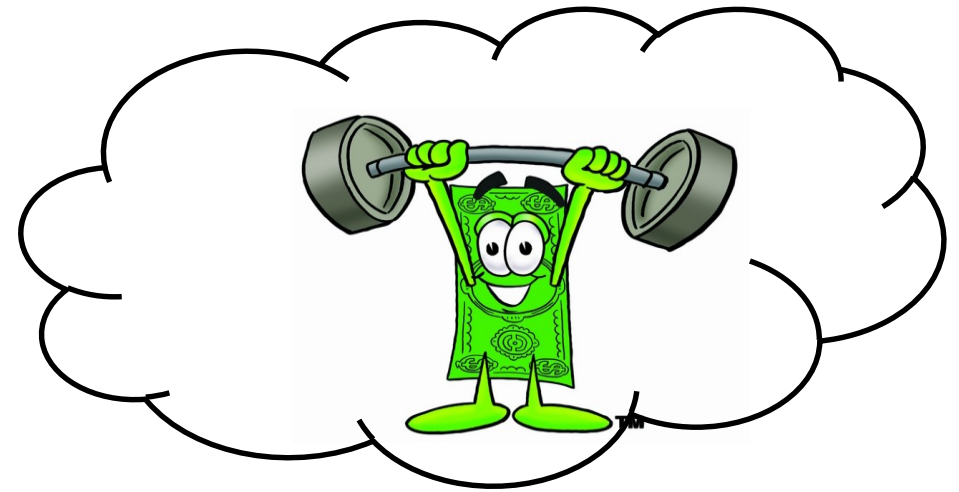
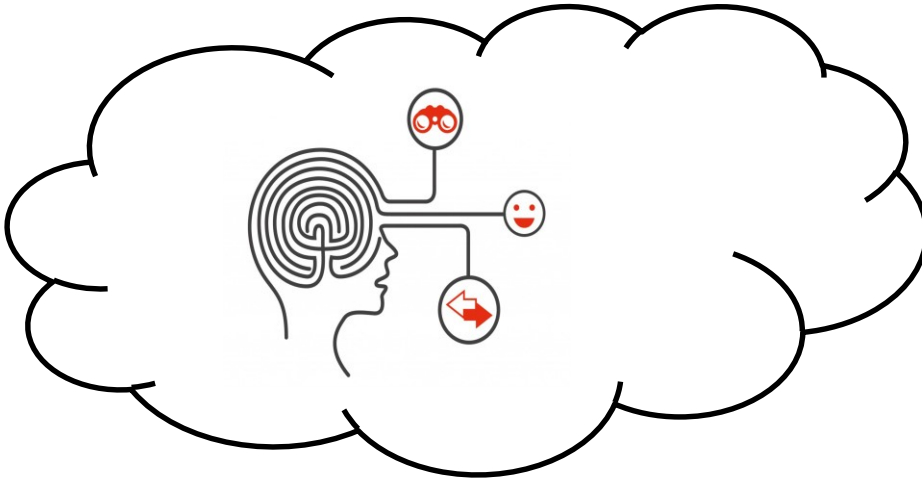
A few thoughts from a business practitioner

Mutual benefits and ongoing discussions



Planning for Business Negotiations

Before



During the negotiation process

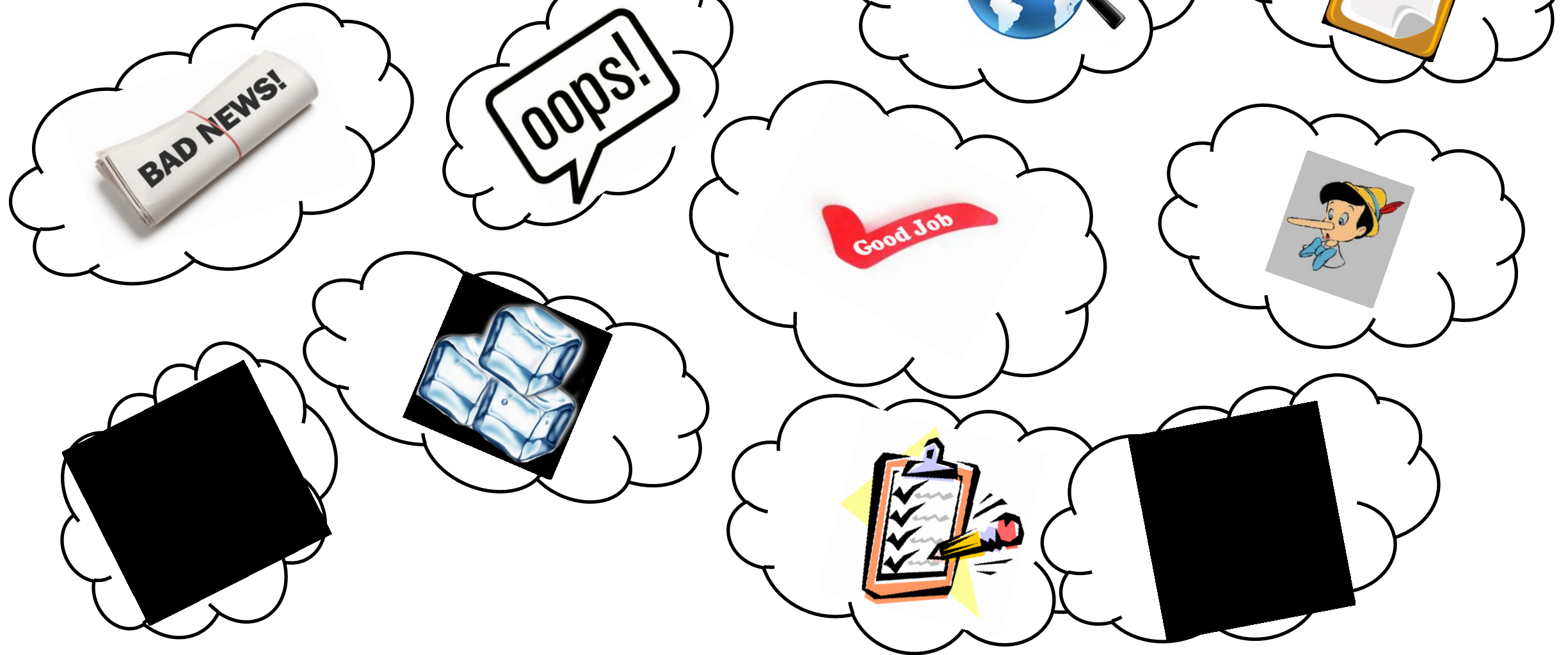


During the negotiation process



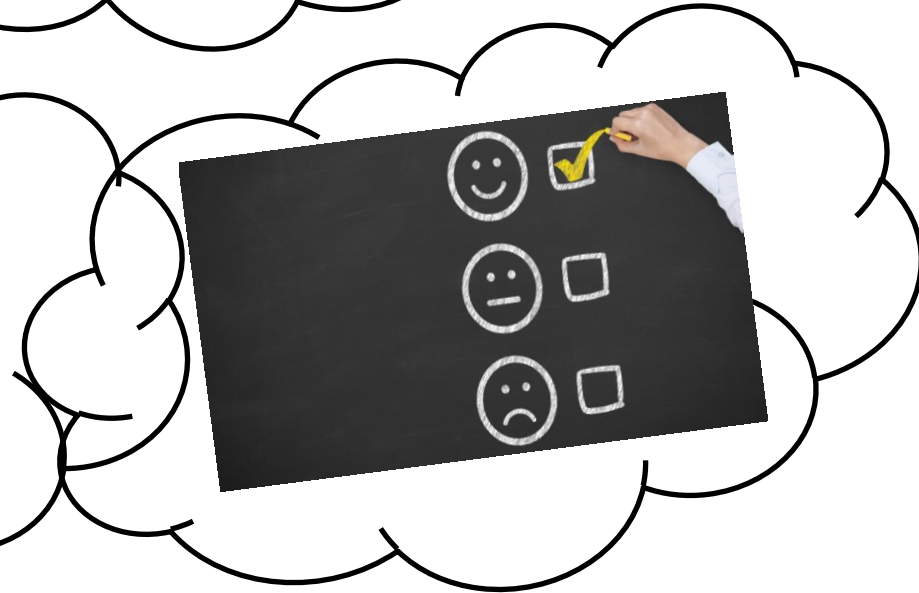
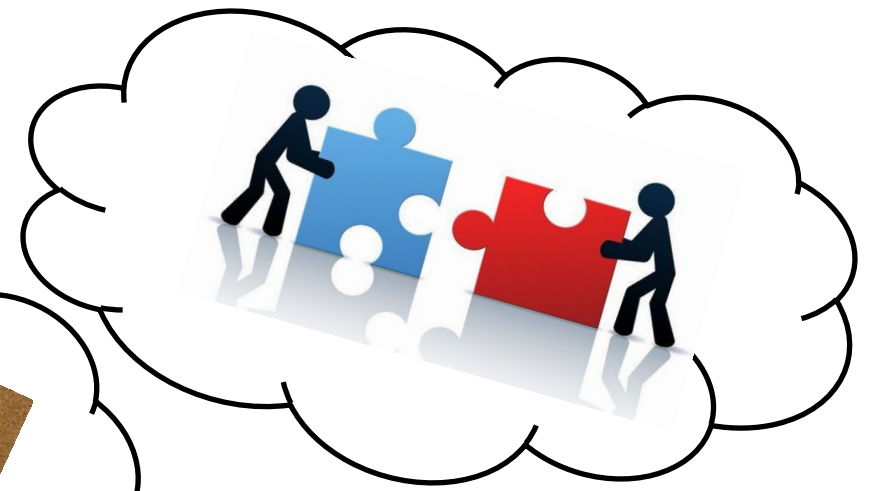
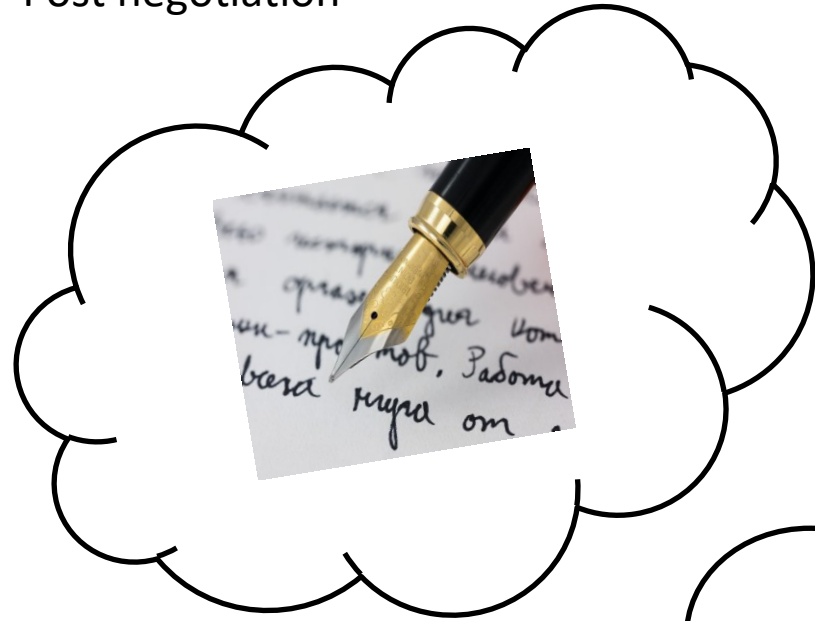
During the negotiation process

Some tips for you to consider



The outcome of negotiations

Post negotiation





ABB