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**Business and Leadership for Women in the Technology Sector**

**A 10 webinar course in support of the EQUALS Leadership Coalition**

Assignment, Session # 8: “Negotiating Contracts”

29 May 2019

Hosted by ITC, EQUALS and EY LLP

**DEADLINE: 21st JUNE**

Please use the things you have learned from this webinar to draw up your own heads of terms for either:

* A specific contract which you are currently discussing; or
* Where you have no specific contract, a form of contract that you expect to find yourself negotiating most often for your business.

Once you have your preferred heads of terms, find a willing volunteer (a friend, partner or someone in your network) and role play a negotiation.

Seek constructive feedback and reflect on what went well – and what didn’t - then practise

**Session # 8 Follow-up Assignment:**

**Kind reminder to submit assignment # 8 as a word document to** [**womenandtrade@intracen.org**](mailto:womenandtrade@intracen.org) **by 21st of June 2019**. Kindly use the email subject line “EQUALS Webinar # 8 Assignment- [INSERT NAME]” and include your name in the document title.