• Introduction of Participants

• Summary of Steps
  • General Principles for Negotiation
  • Intellectual Property - Considerations; Model negotiation
  • Budget – Considerations; participant negotiation
  • Publications – Considerations; participant negotiation
Negotiation Principles

Positional Bargaining
- “This is my position. Take it or leave it”
- Works well when you hold all the cards
- Winners and losers

Interest Based Negotiating
- What does each side need?
- Finding a solution that covers each party’s interests
- Builds on trust
Negotiation Principles

Gather Information
- Ask many questions – Discover their true interests.
- Explain your position in response to these interests
- Prepare extensively (3:1)

Consensus Momentum
- Deal with less contentious matters first.
If an issue is stalled, move on to other matters.

Maintain the Relationship
- Keep matters open. Other projects may be more successful
Negotiation Principles

Anchoring the Negotiation

- People tend to remain in the area of the first offer.

- Meeting in the middle is very common
Intellectual Property

Arising IP
- Who is doing the work?
- Are they willing to assign it?
- Are you working together with the funder?
- Future Improvements?

Protecting Background intellectual Property
- Is it needed for this new project or for commercialization?
- Can you provide it freely?
- Do you need someone else’s IP?
Budgets and Scope of Work

**Cover all costs**
- Change scope of work if not enough funds
- Clear description of deliverables for each funder
- Don’t forget indirect costs

**Timing of Payments**
- Avoid running a deficit
- Get as much money up front as possible
Publication

No secret research – Need clear ability to publish result and methods
- Queen’s policy
- Status as a charity
- Research Ethics Board requirement

Reasonable delays in publication are acceptable
- For IP protection
- Review for confidential information
• QUESTIONS?