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| ABOUT  FOTINI ICONOMOPOULOS  For over a decade, after working in over 170 industries, Fotini Iconomopoulos has been the person that companies like Ford, Microsoft, MIT, Nestle, Purina, Rolls Royce  and Walmart call to help them through their high stakes negotiations or upgrade their negotiation, communication and persuasion skills.  HarperCollins noticed her frequent media appearances in outlets including Forbes, CBC and Harvard Business Review, and asked to write her first, now best-selling, book “[Say Less, Get More: Unconventional Negotiation Techniques to Get What You Want](https://www.amazon.com/Say-Less-Get-More-Unconventional/dp/1443459526)”.  In addition to teaching MBA Negotiations in Toronto Fotini offers her experience to non-profit initiatives. Amongst her accomplishments, she’s been recognized with numerous awards including the RBC Women Entrepreneur awards and a Top 40 under 40 award. |





LEADERCAMP

## SAY LESS, GET MORE

### UNCONVENTIONAL NEGOTIATION TECHNIQUES TO GET WHAT YOU WANT

WITH

FOTINI ICONOMOPOULOS

FEBRUARY 18, 2025

Consider you are a leader attending an important decision-making meeting, where differing interests among stakeholders might affect the project's outcome. How will you negotiate a solution?

Nicknamed “the negotiator” as a child, Fotini Iconomopoulos has been honing her skills her entire life. For over a decade, she has empowered Fortune 500 executives and their teams to achieve their goals in high-stakes scenarios across industries such as consumer goods, retail, services, energy, telecommunications, tech, and finance.

In this Leadercamp, Fotini shares her simple and innovative strategies, debunks common negotiation myths, and explains why effective negotiation does not follow a one-size-fits-all/art of the deal approach.

PARTICIPANTS WILL LEARN TO:

* Evaluate where your situation is on the negotiation spectrum to adjust your tactics accordingly.
* Understand the background and objectives of the other party in order to develop your approach.
* Identify your initial position, desired outcome, and a strategy to achieve it.
* Manage the negotiation process, address obstacles, and seek common ground.
* Communicate effectively in all scenarios, including determining what to say and when if an agreement cannot be reached.
* Establish and maintain strong client relationships and networks.

#### PREPARING FOR THE LEADERCAMP

The Leadercamp Guide can be used as a tool for facilitators and participants to get the most out of a Leadercamp experience. It includes an overview of what will be covered in the Leadercamp, information about Fotini Iconomopoulos, and suggestions for different ways you and your team can learn together or individually. Each guide concludes with application and reflection prompts to apply what you’ve learned.

##### About This Guide

This guide will help you prepare for and facilitate the program ***SAY LESS, GET MORE: UNCONVENTIONAL NEGOTIATION TECHNIQUES TO GET WHAT YOU WANT***. The purpose of this guide is to help you generate a dialogue among participants and apply key concepts from the presentation to your own learning objectives. The guide can be leveraged effectively for both large and small groups.

##### The Audience

This program is for executives, managers, supervisors, and line staff. Ideally, the materials should be presented in a group setting, where the responses of others can be discussed and shared.

##### Watch As a Team

Prior to the Leadercamp, Zoom links are set up in Percipio. To host the Leadercamp for your team with Zoom, click on the Zoom link for the Leadercamp so that it’s ready to start on your screen. Then start a Zoom meeting, share your screen, and when you get asked what you want to share, choose the browser window with the Leadercamp ready to play. Select **Share** and enjoy! Be sure to contribute to the discussion in the chat feature.

##### For Individual Viewers

Watching alone this time? No problem. Click on the Zoom link in Percipio for the Leadercamp and begin watching. Get the most out of the event by participating in the conversation via the chat feature and by taking notes. And don’t forget to ask any questions you may have during the Q&A session.

#### APPLY WHAT YOU’VE LEARNED

Answer these questions to reflect on the Leadercamp and reinforce the ideas, practices, and strategies you’ve learned.

How can you evaluate where your situation is on the negotiation spectrum to adjust your tactics accordingly?

How can you understand the background and objectives of the other party in order to develop your approach?

What are some effective ways to identify your initial position, desired outcome, and a strategy to achieve it?

What are some effective communication strategies you learned for all negotiation scenarios, including determining what to say and when if an agreement cannot be reached?

****How can you apply the unconventional negotiation techniques you learned to real-life scenarios in your industry?

What are some potential challenges you may face when implementing these negotiation techniques and how can you overcome them?