

Negotiation

Example 1-Day Negotiation Round

9.30 – 18.30

when	where	purpose	participants
9.30-10.00	Town Hall	Briefing: - Welcome - Schedule - Basic information	Mayor (10 min.), Investor, InnovationPoint
10.30-12.00		Negotiation: site selection	Investor, landowner (or manager of e.g. industrial park), municipality and mediators/experts of InnovationPoint.
12.00-13.00		Negotiation: construction	Investor, builder, architecture/engineering consultancy, municipality and InnovationPoint middle-persons/experts.
13.00-14.30	Restaurant	Working lunch	Investor, InnovationPoint
14.30-15.30		Negotiation: funding 1	Investor, national agency for investment and InnovationPoint middle-persons /experts.
15.30-16.00		Negotiation: funding 2	Investor, bank, financial consultancy and InnovationPoint middle-persons/experts.
16.00-16.30		Coffee break	
16.30-17.30		Negotiation: human resources	Investor, consultant for human resources, head hunter and InnovationPoint middle-persons /experts.
17.30-18.30		Final Session: - Further information - Next steps - Conclusions - Closing	Investor and InnovationPoint