



## How to Negotiate with Indigenous Peoples

Instructional Time: 3 hours

### Agenda:

- Welcome, Introductions & Objectives
- Research & Process Overview
- Evaluation & Critical Issues
- Strategize
  - Our Goal for the First Meeting
  - Our Interests Their Interests and Areas of Alignment
  - Appointing a Spokesperson
  - Community Mandate
- Setting the Table and Tone
- Initial Agenda & Plan
- Present
  - Protocol
  - Agenda
  - Progress
- Transform Relationships
- Wrap-up and Evaluations

### At This Training You Will:

- Learn the essential steps in how to negotiate with Indigenous Peoples
- Explore common issues that may be barriers to achieving effective negotiation
- Gain guidance on where to begin preparation for a negotiation
- Learn how to set the tone for a negotiation
- Learn how to create and review an agenda

*This is a general guideline of what we cover in the course. Each session could be slightly different due to learner participation, time constraints, etc.*