



## 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