**Negotiations and Networking: A session focused on developing negotiations, assertiveness and networking**

**9:30 to 14:00 on Thursday 29September 2022**

**Novotel Manchester Centre, 21 Dickinson Street, Manchester, M1 4LX**

**Agenda**

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| **9:00** | **Arrival** |
| 9:30 | Introduction |
| 9:40 | How to Negotiate: Preparation and Communicating |
| **10:45** | **Break** |
| 11:00 | Assertiveness (The PAC Model) |
| **12:00** | **Lunch** |
| 12:45 | Networking |
| 13:45 | **Questions and Close** |