

*“It’s an activity of people getting together to do things in an area of huge uncertainty, innovation and excitement.”*

*-Ian Sobieski*

### NEGOTIATING THE DEAL:

Some people view any type of negotiation as a ‘zero-sum game’—anything you get is something you have to give. I much prefer and think it’s better to find win-win solutions, ones where everyone is on the same page about the considerations.

Keynote Lecture Notes:

**Impact Question:** What will you do differently as a result of what you’ve learned from this module?

## Questions for you, the entrepreneur

1. What are the cares or considerations my investor might have?
2. What is the investor looking for in terms of returns on this deal?
3. What is my bottom-line number and what is it based on? Does it make sense in this instance?
4. What is my anticipated exit? Does this align with the investor's thoughts?

## Questions for the team

## Additional Resources from [www.KauffmanFoundersSchool.org](http://www.KauffmanFoundersSchool.org)

<p style="text-align: center;"><b>Readings</b></p> <p>Notes:</p>	<p style="text-align: center;"><b>Founder Genius</b></p> <p>Notes:</p>
<p style="text-align: center;"><b>Other Related</b></p> <p>Notes:</p>	<p style="text-align: center;"><b>Tools</b></p> <p>Notes:</p>