

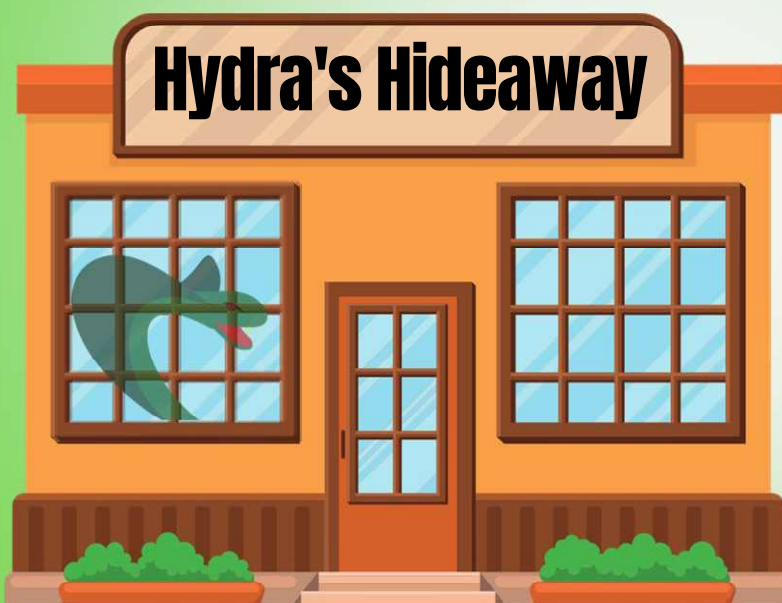
Negotiating with Difficult Counterparties



Led by Laura Frederick
Founder + CEO, How to Contract

1

Before turning to a life of destruction and chaos, Hydra operated a day spa that sold his proprietary hydrating moisturizer. Hercules wanted to become a reseller, but he'd never negotiated with anyone as awful as Hydra.



© 2024 How to Contract, LLC. All rights reserved.

2

PART ONE

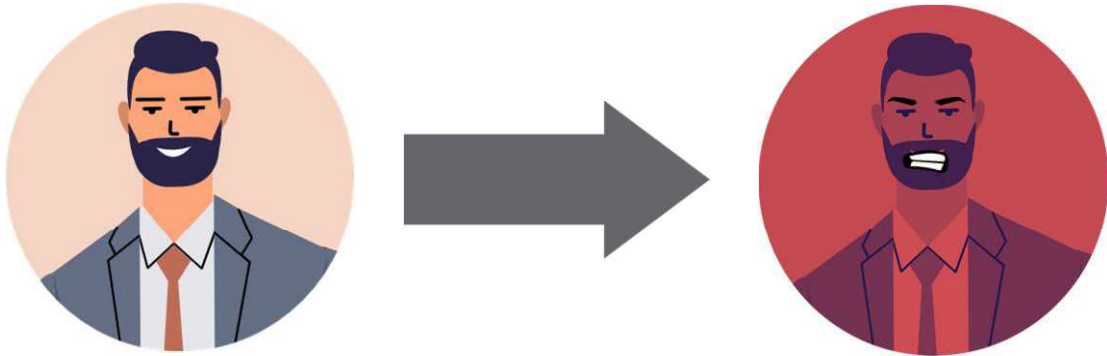
Our Mindset and Approach

3



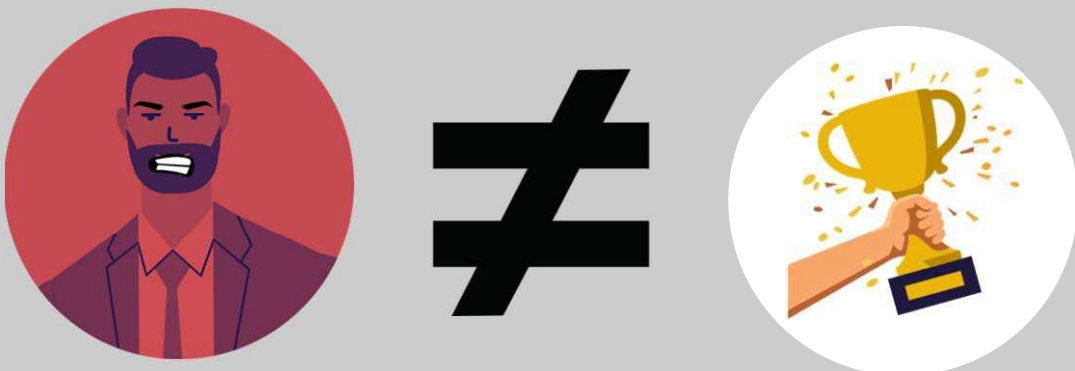
4

**Your frustration
leads to negative emotions.**



5

**Those negative emotions
interfere with your effectiveness.**



6

Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the [UT Law CLE eLibrary \(utcle.org/elibrary\)](https://utcle.org/elibrary)

Title search: Techniques for Negotiating With Difficult Counterparties

First appeared as part of the conference materials for the
19th Annual Renewable Energy Law Institute session
"Techniques for Negotiating With Difficult Counterparties "