

HIGH STAKES

Sharpen your negotiation skill based on practical guidelines from The Harvard Negotiation Project Model using Principled Negotiation through a license board game from the United States.

In **High Stakes**, participants assume the role of investors in infrastructure projects in the city who must convince other investors, contractors, and influencers in order to win deals from the city. Each player can rely on words, money, goodwill, or all three to persuade their potential business partners. Each round, players will have opportunities to make enduring partnership, betray others, or prevent fellow investors from pushing the deal through as payback from old feuds. **High Stakes** is truly a negotiation activity that represents all aspects of high stakes negotiation.

Suitable for developing skills in : Negotiation

Duration : 2 – 3 hours

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