



FROM CONFLICT TO CONNECTION:
Negotiation as a Leadership Superpower

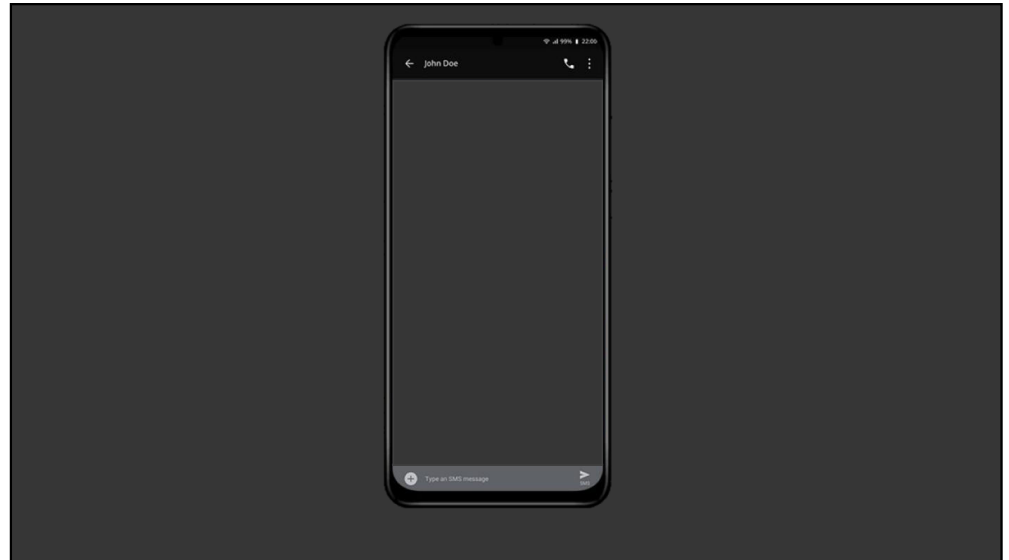
Fotini Iconomopoulos

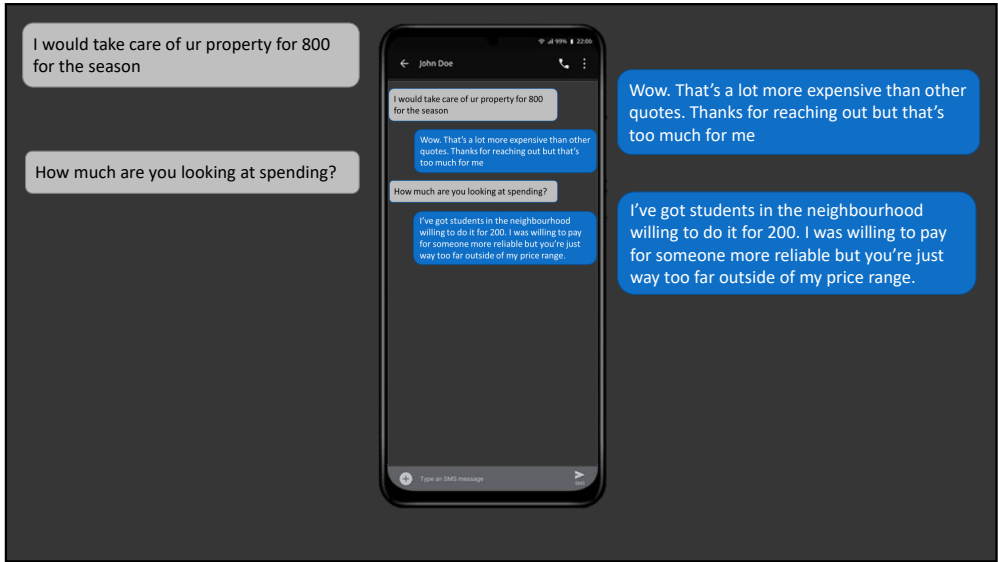
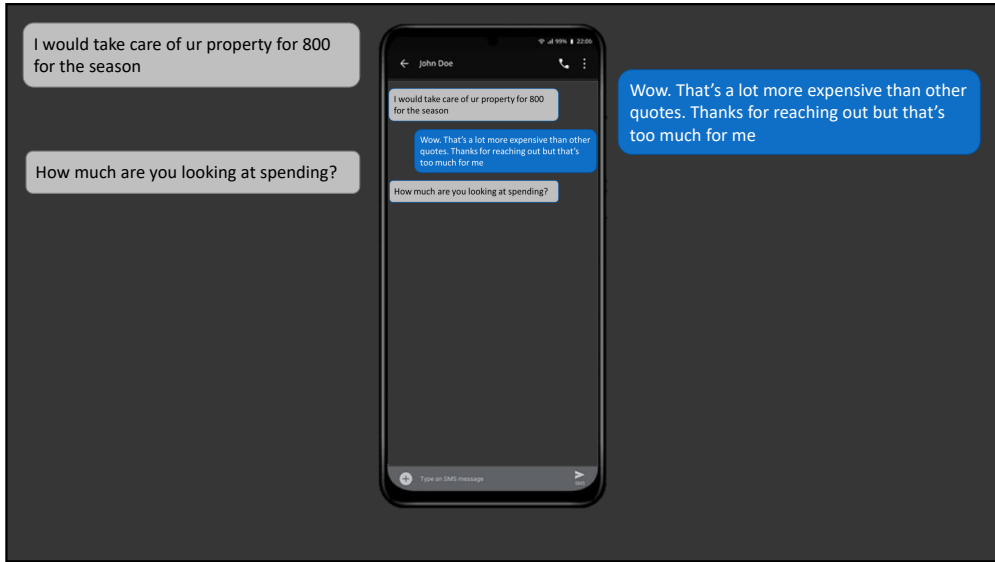
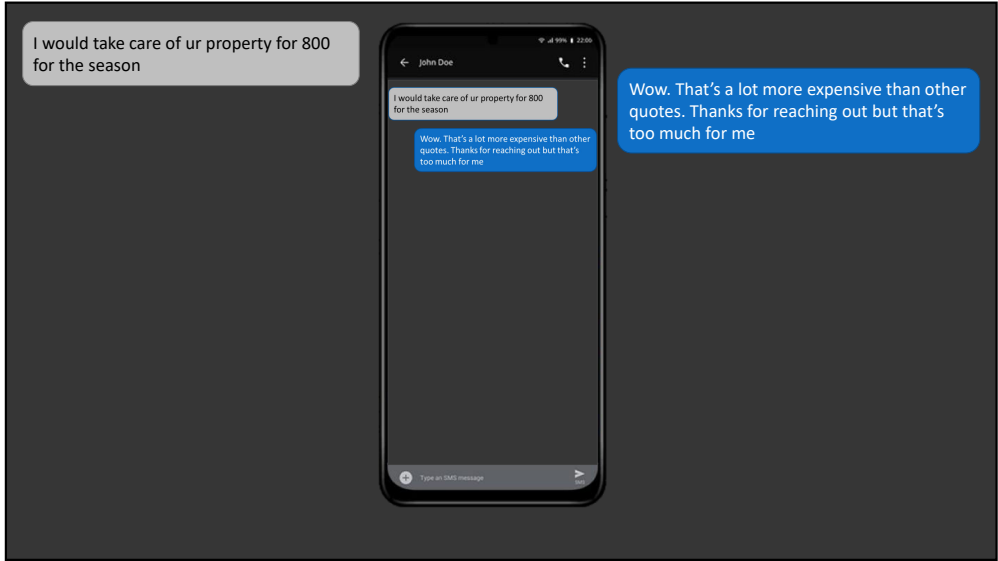
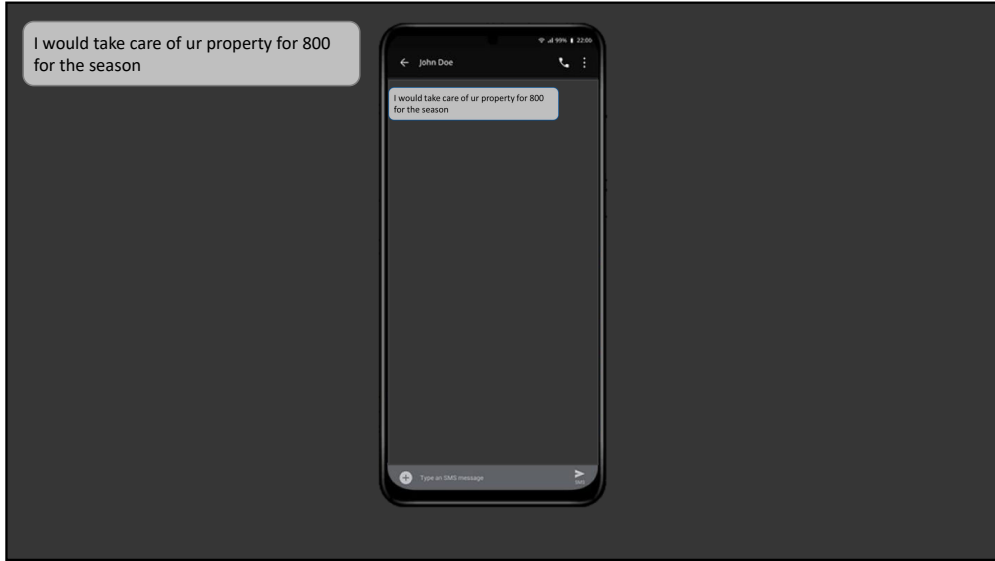
The slide features a smaller version of the WIN Women in NECA logo on the left. The main text is centered and reads "FROM CONFLICT TO CONNECTION: Negotiation as a Leadership Superpower" in a yellow, sans-serif font. Below this, the name "Fotini Iconomopoulos" is written in a smaller, dark green font.

What word or feeling comes to mind when you hear “negotiation”

The slide contains a single line of text in a bold, red, sans-serif font, asking the audience to reflect on their thoughts or feelings about negotiation. The background is white with a decorative border at the bottom consisting of overlapping semi-circles in green, yellow, and blue.

What's your biggest fear when advocating for yourself?





I would take care of ur property for 800 for the season

How much are you looking at spending?

So.....how much do u want to spend. I live at Woodbine and Gerrard. The lowest I can do for u is 500

Wow. That's a lot more expensive than other quotes. Thanks for reaching out but that's too much for me

I've got students in the neighbourhood willing to do it for 200. I was willing to pay for someone more reliable but you're just way too far outside of my price range.

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Say Less
Get More

Power
People
Process

WIN

A graphic with a white background. On the left, two red speech bubbles contain the text 'Say Less' and 'Get More' in white. To the right, three red rounded rectangular boxes contain the words 'Power', 'People', and 'Process' in white. At the bottom, there is a decorative border of colorful semi-circles and a small 'WIN' logo.



Based on a
true story.

A solid black rectangle containing the text 'Based on a true story.' in a white, typewriter-style font. The word 'true' is in red.



Say Less

Get More

Power

People

Process

WIN



Sponsors

Translators

Amplifiers

WIN

Say Less

Get More

Power

People

Process

WIN



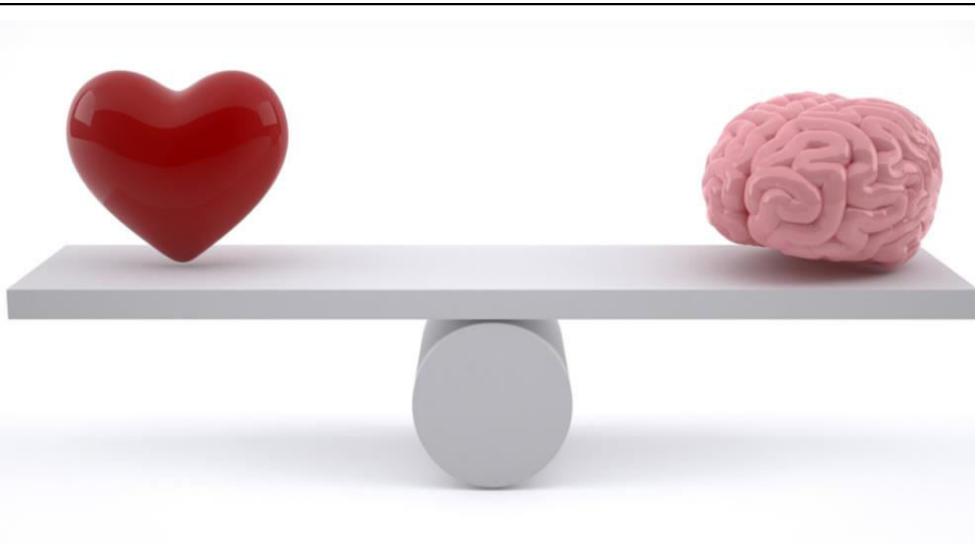
3 CRITICAL QUESTIONS



*Are you
becoming a
victim of your
own empathy?*



*What can
they afford
to do for
YOU?*





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Use frequently in moments of stress

Power: Create Credibility

People: Cultivate Connections

Process: Map the Mindset

Navigate your style:



www.fotiniicon.com/quiz

