

### Submission

Two to three page report to your supervisor/boss/client:

- ▶ Did you reach any agreements or progress towards agreements?
- ▶ What remains to be negotiated?
- ▶ What surprised you?
- ▶ What would you do differently?
- ▶ What do you think the other side should have done differently?
- ▶ What is your recommendation for the future? Further negotiations? Prepare for trial? Both?