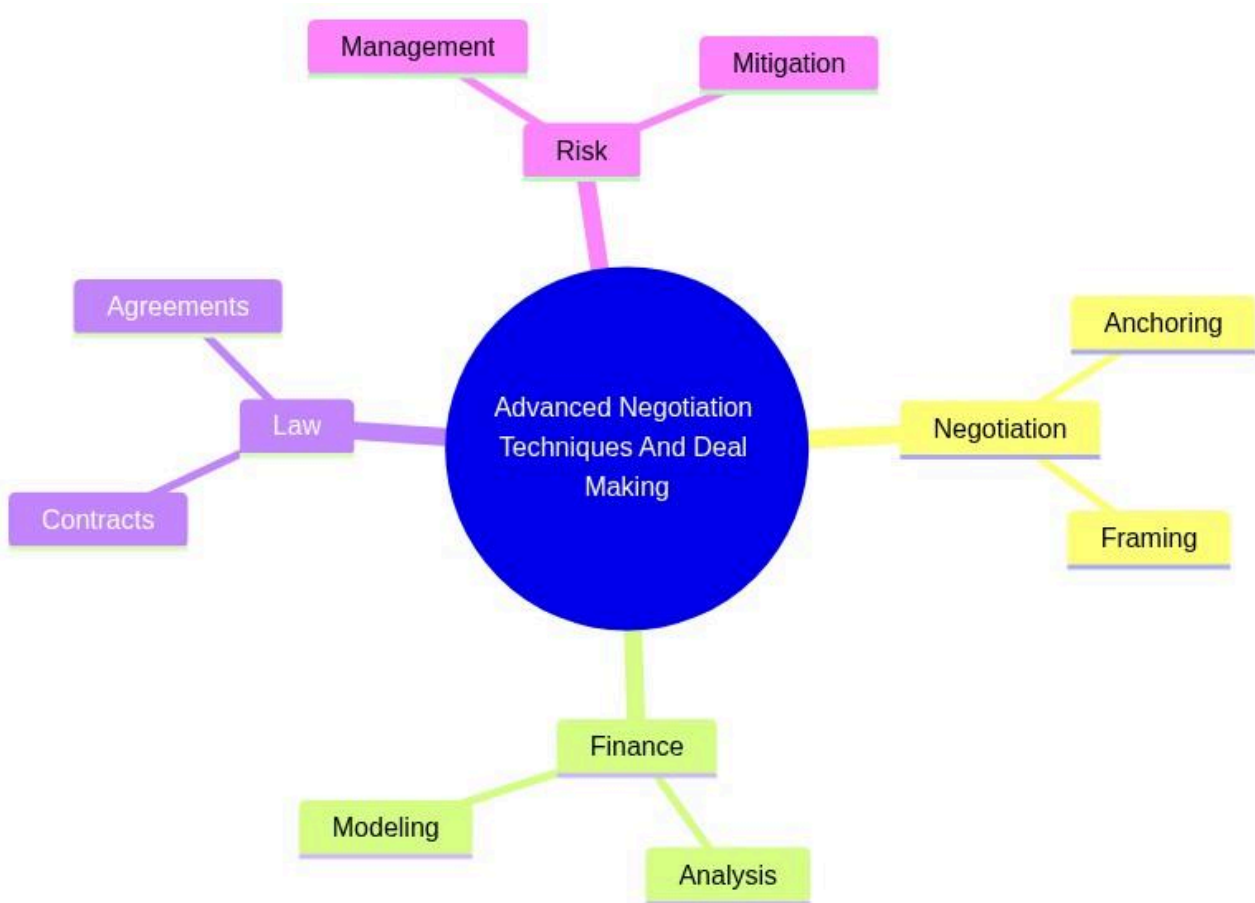


Professional Certificate in Real Estate Joint Venture Negotiation

# Advanced Negotiation Techniques And Deal Making



```

mindmap
  root((Advanced Negotiation Techniques And Deal Making))
    Negotiation
      Anchoring
      Framing
    Finance
      Modeling
      Analysis
    Law
      Contracts
  
```

---

Agreements  
Risk  
Management  
Mitigation