

Tips for Virtual Negotiations

“Social distancing and stay-at-home measures enacted in the wake of COVID-19 have forced many businesses to significantly change the way they operate and communicate. Nowhere is this change more noticeable than in the world of negotiations, which have moved almost entirely to digital platforms,” discusses a post in *Davis Wright Tremaine’s Corporate and Business Transactions Blog*.

“Businesses that are quick to adjust and adapt have an advantage over those which lag behind.”

This post provides “some tips on how to effectively conduct virtual negotiations—where communications involve the ability to hear and see (at least a headshot of) the other parties.”

Read the article.