



**Outline the input you get. your school will use to evaluate and integrate the**

1. Know what you will and will not negotiate on. (It will help if you've already articulated your mission—your non-negotiables.)

“As long as the core product stays true to its quality and principles, other elements of the offer can adapt to local market needs.” (p. 120)

2. For everything else, ask your team to adopt the attitude: How can we make it work?

