



SPRING 2022 STRATEGIC NEGOTIATION

Course Description

As calculated as a chess match, negotiations are complicated. Preparation is the key to securing the best outcome for yourself and for your organization.

In our Strategic Negotiation course, learn the foundational skills and knowledge needed to negotiate effectively and strategically. Discover your personal style and develop a systematic approach to a variety of challenging business situations through a set of interactive, increasingly complex mock negotiations. Build the confidence to navigate win-lose situations and transform them into win-win opportunities. Whether you negotiate on behalf of your organization or on behalf of yourself, this course will train you to use sophisticated strategies for securing better deals.

Course Schedule

DAY 1

Morning

Asynch Session 1 (1 hour):
Self-paced work in preparation
for evening session

Evening

Synch Session 1 (7-9 pm ET):

- Negotiate and debrief Biopharm
- Introduction to distributive negotiation

DAY 2

Morning

Asynch Session 2 (2 hours):
Self-paced work in preparation
for evening session

Evening

Synch Session 2 (7-8:30 pm ET):

- Debrief Les Florets
- Introduction to integrative negotiation

DAY 3

Morning

Asynch Session 3 (2 hours):
Self-paced work in preparation
for evening session

Evening

Synch Session 3 (7-8:30 pm ET):

- Debrief New Recruit
- Discuss multiparty negotiation

DAY 4

Morning

Asynch Session 4 (2 hours):
Self-paced work in preparation
for evening session

Evening

Synch Session 4 (7-8:30 pm ET):

- Debrief Paradise Project
- Discuss disputes
- Conclusion of the live portion of the course

DAY 5

Morning

Asynch Session 5 (2.5 hours):
Self-paced work and develop
personal negotiation plan