



# STRATEGIC NEGOTIATION

## Program Overview

Negotiations are as complicated and calculated as a chess match. 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.

Strategic Negotiation can be taken as a stand-alone course or as a prerequisite for the [Executive Certificate in Organizational Leadership](#).

## Program Agenda

<b>DAY ONE</b>	<b>Morning</b>	Asynchronous Session One (1 hour)	<ul style="list-style-type: none"> <li>• Self-paced work in preparation for evening session</li> </ul>
	<b>Evening</b>	Synchronous Session One (2 hours)	<ul style="list-style-type: none"> <li>• Negotiate and debrief Biopharm</li> <li>• Introduction to distributive negotiation</li> </ul>
<b>DAY TWO</b>	<b>Morning</b>	Asynchronous Session Two (2 hour)	<ul style="list-style-type: none"> <li>• Self-paced work in preparation for evening session</li> </ul>
	<b>Evening</b>	Synchronous Session Two (1.5 hours)	<ul style="list-style-type: none"> <li>• Debrief Les Florets</li> <li>• Discuss multiparty negotiation</li> </ul>
<b>DAY THREE</b>	<b>Morning</b>	Asynchronous Session Three (2 hour)	<ul style="list-style-type: none"> <li>• Self-paced work in preparation for evening session</li> </ul>
	<b>Evening</b>	Synchronous Session Three (1.5 hours)	<ul style="list-style-type: none"> <li>• Debrief New Recruit</li> <li>• Discuss multiparty negotiation</li> </ul>
<b>DAY FOUR</b>	<b>Morning</b>	Asynchronous Session Four (2 hour)	<ul style="list-style-type: none"> <li>• Self-paced work in preparation for evening session</li> </ul>
	<b>Evening</b>	Synchronous Session Four (1.5 hours)	<ul style="list-style-type: none"> <li>• Debrief Paradise Project</li> <li>• Discuss disputes</li> <li>• Conclusion of the live portion of the course</li> </ul>
<b>DAY FIVE</b>	<b>Morning</b>	Asynchronous Session Five (2.5 hour)	<ul style="list-style-type: none"> <li>• Self-paced work and develop personal negotiation plan</li> </ul>