



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

DAY ONE	Morning	Live	Distributive negotiations
	Afternoon	Live	Integrative negotiations
DAY TWO	Morning	Live	Multi-issue negotiations
	Afternoon	Live	Teams and technology in negotiation
DAY THREE	Morning	Live	Disputes
	Afternoon	Live	Personal negotiation plan and feedback session