

NEGOTIATION ESSENTIALS SPRINT: AI-ACCELERATED LEARNING



DURATION

6 Hours
Complete within 30 days

PRICE

\$1,750

FORMAT

Self-Paced Online

EXECUTIVE CERTIFICATE TRACK

Management and Leadership

Negotiation is a daily practice within business organizations. We negotiate all the time—with clients and partners, vendors and suppliers, supervisors and colleagues, employees and recruits. Successful negotiation, however, requires self-awareness, preparation, and practice. Drawing on fundamental negotiation principles, groundbreaking scientific research, and specific real-world examples, this negotiation training course addresses all three requirements by providing extensive personalized feedback, tips for efficient pre-negotiation planning, and many opportunities to practice and hone your negotiation skills. The course aims to enhance personal gains in negotiation, while simultaneously maximizing joint value and sustaining important relationships. Through interactive exercises and feedback, you will learn to prioritize multiple issues to reach the most beneficial resolution and optimize the economic and subjective value of negotiations.

Please visit our website for the most current information.

executive.mit.edu/nesspt

FACULTY*



Jared Curhan

**Please note, faculty may be subject to change.*

TAKEAWAYS

In this program, you will learn how to:

- Recognize the tension between creating and claiming value
- Demonstrate the concepts behind distributive bargaining and value claiming
- Learn how to claim a larger share of the pie
- Identify opportunities for value creation
- Reflect on the importance of subjective value
- Develop strategies for building subjective value in your negotiations without forfeiting economic outcomes
- Learn about your own personality and attitudes as they relate to optimizing your performance in negotiation

WHO SHOULD ATTEND

Business Sprints from MIT Sloan Executive Education are asynchronous and ideal for those seeking a highly flexible learning format.

This course is designed to help all levels of management realize more potential from negotiation—and leverage cutting-edge AI to help them do so. Powerful negotiators



Inspired by Agile product development sprints, the Negotiation Essential Sprint is an exciting combination of pedagogy and technology designed to help you rethink negotiation as a problem-solving tool.

CONTACT INFORMATION

MIT Sloan Executive Education

P +1-617-253-7166 | **E** sloanexeced@mit.edu

executive.mit.edu

