

NEGOTIATION FOR EXECUTIVES



WHEN

Oct 30 – 31, 2025

Feb 25 – 27, 2026

Nov 17 – 18, 2026

Application deadline is
three days prior to program start date.

PRICE

\$5,300

WHERE

Cambridge, MA

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

Please visit our website for the most current information.

executive.mit.edu/nfe

FACULTY*



Jared Curhan

*Please note, faculty may be subject to change.

TAKEAWAYS

In this program, you will learn how to:

- Leverage your specific personality traits and abilities to boost negotiation outcomes
- Enhance bargaining power to claim a larger share of the pie
- Recognize and resolve different types of issues to create and claim value
- Develop strategies for efficient pre-negotiation preparation
- Build and maintain working relationships without forfeiting economic outcomes
- Deal with difficult tactics

WHO SHOULD ATTEND

- Those whose responsibilities include interacting with others
- Sales and marketing executives
- Planning and development individuals and managers
- Operations management professionals
- Those involved in supply-chain agreements and/or strategic partnerships
- Recruitment and human resources professionals



Excellent course that provides frequent, personalized feedback that allows for real-time and measurable improvement in negotiation skills.

OVERALL RATING | ★ ★ ★ ★ ★

– Eduardo S

CONTACT INFORMATION

MIT Sloan Executive Education

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

executive.mit.edu

MIT82022

