

Negotiation for Executives

In Person - Cambridge, MA

Please note, all times listed are Eastern (Boston, MA) Time

Day 1

8:00 AM - 8:30 AM	Continental Breakfast
8:30 AM - 9:00 AM	Introduction and Overview
9:00 AM - 10:25 AM	Core Negotiation Strategy
10:25 AM - 11:20 AM	Distributive Bargaining
11:20 AM - 11:35 AM	Break
11:35 AM - 12:45 PM	Value Claiming
12:45 PM - 1:35 PM	Working Lunch
1:35 PM - 2:30 PM	Bargaining Practice
2:30 PM - 3:45 PM	Integrative Negotiation
3:45 PM - 3:55 PM	Break
3:55 PM - 4:50 PM	Value Creation
4:50 PM - 5:20 PM	Subjective Value
5:20 PM - 5:30 PM	Day 1 Wrap Up
5:30 PM - 6:30 PM	Reception

Day 2

8:00 AM - 8:30 AM	Continental Breakfast
8:30 AM - 8:45 AM	Introduction to Day 2
8:45 AM - 9:05 AM	Negotiators Dilemma
9:05 AM - 9:40 AM	Personal Signatures
9:40 AM - 10:10 AM	Pre-negotiation Strategies
10:10 AM - 12:10 PM	Putting it all together
12:10 PM - 12:50 PM	Lunch
12:50 PM - 1:20 PM	Bakra Beverage Review
1:20 PM - 2:00 PM	Psychological Barriers
2:00 PM - 2:10 PM	Break
2:05 PM - 3:20 PM	Strategic Barriers
3:20 PM - 4:15 PM	Final Review and Wrap Up

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Live Online - Zoom

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Day 1

9:30 AM - 10:00 AM	Introduction and Overview
10:00 AM - 11:30 AM	Core Negotiation Strategy
11:30 AM - 12:00 PM	Break
12:00 PM - 12:05 PM	Distributive Bargaining
2:05 PM - 2:35 PM	Break
2:35 PM - 3:00 PM	Value Claiming
3:00 PM - 3:45 PM	Principles of Influence
3:45 PM - 4:15 PM	Day 1 Debrief

Day 2

9:30 AM - 9:45 AM	Introduction to Day 2
9:45 AM - 10:30 AM	Psychological Barriers
10:30 AM - 12:05 PM	Integrative Negotiation
12:05 PM - 12:35 PM	Break
12:35 PM - 1:45 PM	Value Creation
1:45 PM - 2:15 PM	Break
2:15 PM - 2:45 PM	Subjective Value
2:45 PM - 3:30 PM	Personal Signatures
3:30 PM - 4:15 PM	Assignment and Conclusions

Day 3

9:30 AM - 1:45 PM	Putting it all together
1:45 PM - 2:15 PM	Bakra Beverage Review
2:15 PM - 2:45 PM	Psychological Barriers
2:45 PM - 3:05 PM	Break
3:05 PM - 4:00 PM	Strategic Barriers
4:00 PM - 4:15 PM	Final Review and Wrap-up