

Over the course of 10 weeks, you will learn negotiation strategies to understand, plan, and achieve your objectives in a variety of contexts – though a variety of interactive learning methods.

Module 1 Introduction to Negotiations and Core Negotiation Strategy

Module 2 Distributive Bargaining: Key Concepts

Module 3 Distributive Bargaining: Influencing and Claiming Value

Module 4 Norms around Culture, Gender, and Ethics

Module 5 Integrative Negotiation: Value Creation

Module 6 Subjective Value

Module 7 The Negotiator's Dilemma: Personal Signatures and Pre-Negotiation Strategy

Module 8 Psychological Barriers

Module 9 Structural Barriers and Multi-Party Negotiations

Module 10 Strategic Barriers and Difficult Tactics

Schedule subject to change