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*