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# Negotiation Strategies for Executives

## Curriculum

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### **INTRODUCTION**

- Understanding the parameters of a negotiation
- Learning to use a negotiation planning template to prepare for your negotiations
- Using role plays, scoreable negotiation exercises, and self-diagnostic inventories to assess your strengths and weaknesses as a negotiator
- Dealing with irrational tendencies in negotiations

### **CREATING & CAPTURING VALUE IN NEGOTIATIONS**

- Strategies and tactics of distributive (win-lose) negotiation
- Strategies and tactics of integrative (win-win) negotiations
- Understanding the complexity of 2-party, multi-issue negotiations
- Learn how to build trust and share information without compromising your position in a negotiation

### **POWER & INFLUENCE IN NEGOTIATIONS**

- Understanding your sources of power
- Understanding the psychology behind influence and negotiation tactics – how and why they work so well
- Practice using new tactics in the context of a negotiation exercise
- Learn how to deal difficult negotiation partners
- Learn tricks of the trade of expert negotiators

### **NEGOTIATION IN TEAMS**

- Understanding the roles needed within a negotiation team
- Managing negotiating dynamics within your team
- Conducting negotiations between teams

### **CONFLICT & NEGOTIATIONS**

- Understanding the dynamics of conflict in a negotiation
- Learning your conflict management style and the impact it has on your choice of strategies & tactics in a negotiation
- Understanding cross-cultural differences in dealing with conflict

### **INTERNATIONAL/CROSS-CULTURAL NEGOTIATIONS**

- Understanding the added complexity of global negotiations
- Understanding cross cultural differences and how they can impact your negotiation
- Understanding how to capitalize on these differences in norms and values to create additional value in your negotiation

### **MULTI-PARTY MULTI-ISSUE NEGOTIATION**

- Strategies and tactics of multi-party negotiation
- Structuring an agreement with many parties by making mutually beneficial trades across issues
- Managing and mediating a multi-party negotiation
- Understanding the role of coalition formation in multi-party negotiations

### **CREATING NEGOTIATION CAPABILITIES FOR YOUR FIRM**

- Viewing negotiation as a core competency
- Creating a negotiation strategy for your firm
- Aligning your firm's negotiation strategy with its core values

Curriculum Subject to Change