

NEGOTIATION STRATEGY FOR SUCCESS >>>

Master the Bargaining Table

Learn to master effective negotiation strategies that can be applied in an array of business environments. Develop strategies to influence without authority and transform conflict into collaboration. Feel more confident making tough decisions within the realm of bargaining, improve your ability to close deals more effectively, and enhance your overall negotiation skillset.



THIS COURSE IS IDEAL FOR...

- Mid and Senior Level business leaders who desire to improve their conflict management skills
- Leaders, managers, and consultants coordinating across functions, businesses or cultures
- Seasoned professionals who regularly engage in negotiations (both internally and externally)



LEARNING OBJECTIVES:

- Understand conflict and your approach to it through the Thomas-Kilmann Conflict Mode Instrument (TKI®)
- Calculate the business costs associated with avoiding conflicts
- Evaluate competitive versus collaborative negotiation strategies
- Develop frameworks for elevating influence when authority may not be apparent



YOUR EXPERIENCE INCLUDES:

- **2.5-Days of Immersive Learning:** Master influence, persuasion, and collaborative strategy in high-stakes settings
- **Real-Time Personalized Coaching & Simulated Negotiation Experience:** Experience real-world scenarios and receive guided feedback from top-tier Emory faculty
- **Access to Premium Peer Network:** Join an elite cohort of professionals across industries—expand your influence beyond the classroom
- **Digital Toolkit:** Online resources to navigate future negotiations
- **Digital Badge for LinkedIn:** Showcase your achievement to employers and peers
- **Bonus Essentials:** 6 meals (breakfast & lunch), snacks & beverages, and convenient on-campus parking
- **1:1 Consultation with a Learning Advisor** *(optional)*



COURSE DETAILS:

\$2,795

COURSE INVESTMENT

2.5

NUMBER OF DAYS

20

NUMBER OF HOURS



EMORY
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SCHOOL

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Education



FACULTY:



Richard Berlin

Associate Professor in the Practice
of Organization & Management



Erika Hall

Associate Professor of
Organization & Management

COURSE SCHEDULE

DAY 1	DAY 2	DAY 3
Breakfast	Breakfast	Breakfast
Welcome Negotiation Fundamentals <i>Richard Berlin</i>	The Nature of Competitive Negotiations <i>Erika Hall</i>	Translating Insights to Action: Case-Based Applied Learning <i>Richard Berlin/Erika Hall</i>
Lunch	Lunch	Lunch
Influence without Authority <i>Richard Berlin</i>	The Nature of Collaborative Negotiations <i>Erika Hall</i>	

COURSE AND CERTIFICATE REGISTRATION

There are three ways to register:

Register

Register online on the
Emory Executive Education website:
goizueta.emory.edu/executive-education/short-courses/negotiations

Email a Learning Advisor

Tammie Long
tammie.long@emory.edu

Call a Learning Advisor

Tammie Long
404-544-9104

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