

▶▶▶ NEGOTIATIONS & INFLUENCE

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.



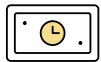
THIS COURSE IS IDEAL FOR...

- 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)



HOW YOU WILL WORK SMARTER:

- Increased confidence in business settlements and bargains while significantly lowering the potential of conflict
- Increased influential confidence to apply in multiple settings including those where your authority may be limited
- Understand conflict styles and settings and calculate the business costs associated with avoiding conflicts



COURSE DETAILS:

\$2,795

COURSE INVESTMENT

2.5

NUMBER OF DAYS

20

NUMBER OF HOURS



FACULTY:



Richard Berlin
Associate Professor in the
Practice of Organization &
Management



Erika V. Hall
Associate Professor of Organization &
Management; Faculty Advisor, Business
& Society Institute



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Course Schedule

Day 1

Breakfast

Welcome
Nicola Barrett

Negotiation Fundamentals
Erika Hall

Lunch

The Nature of Competitive
Negotiations
Richard Berlin

Day 2

Breakfast

The Nature of Competitive
Negotiations
Erika Hall

Lunch

Influence without Authority
Richard Berlin

Day 3

Breakfast

Translating Insights to Action:
Case-Based Applied Learning
Richard Berlin and Erika Hall

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

Course and Certificate Registration

There are three ways to register:

Register:

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

Send an email to:

executiveeducation@emory.edu

Call Emory Executive Education:

404-727-2200

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