



LSE Executive Education Training

Negotiation Skills, Strategies and Styles

21 - 22 February 2008

Hotel Regent Esplanade Zagreb, Croatia

About the course

Negotiating skills are crucial to business success and are an important part of most managers' professional lives. The aim of the course is to provide participants with a conceptual framework for preparing and conducting successful negotiations as well as exercises aimed at observing and improving negotiation skills. The method followed is interactive and practical, combining theoretical aspects, empirical knowledge and a learning-by-doing approach through simulations of genuine negotiations. Building on the long tradition of quality teaching and academic expertise found at LSE, participants can interact directly with the course director and benefit from the latest thinking and research.

Who should attend?

This course will be beneficial for senior managers and leaders from various fields (private, public, not-for profit) as well as to anyone whose work involves negotiating with others. Those who seek to better understand the strengths and weaknesses of their own negotiation style and strategic habits, improve their own negotiation performance and enhance the quality of their negotiated settlements will benefit from this course.

Key themes will include

- Prospect Theory, Heuristics, Biases and Manipulation
- Negotiation Style
- Distributive versus Integrative Negotiations
- Negotiation Ethics
- Complex, Multi-Party Negotiation

Upon completion of the course, all participants will receive an LSE training certificate.

Course Director



Dr Matthew Mulford

Senior Lecturer in Management, London School of Economics (LSE)

Dr Mulford joined the London School of Economics faculty in 1995. He received a Ph.D. from the University of Oregon where he worked in the Richard J Hill Institute of Social Cognition and Decision Making. He is currently the director of academic affairs for the TRIUM Global Executive MBA programme. This is a joint EMBA with New York University Stern Business School and the HEC School of Management in Paris. His research interests

include the psychology of judgement and decision making in interdependent interactions; experimental game theory; negotiation theory; experimental research design.



Course Outline

DAY ONE

08.30 – 08.45

Welcome

08.45 – 10.45

Negotiation Preparation and Conduct

Leverage your experience through conceptual understanding

10.45 – 11.00

Tea/Coffee Break

11.00 – 13.00

Distributive versus Integrative Negotiations

The creation of value and durability through negotiation

13.00 – 13.45

Lunch

13.45 – 15.45

Negotiation Style

Individual psychological and ethical styles

15.45 – 16.00

Tea/Coffee Break

16.00 – 18.00

Prospect Theory, Heuristics, Biases and Manipulation

How to avoid common traps and manipulations

DAY TWO

09.00 – 10.30

Psychological Traps

10.30 – 10.45

Tea/Coffee Break

10.45 – 12.15

Complex, Multi-Party Negotiation, Part 1

Multiple stakeholders, multiple issues, coalition construction and maintenance

12.15 – 12.30

Break

12.30 – 14.00

Complex, Multi-Party Negotiation, Part 2

End of the Session

For more information and a registration pack please visit www.undp.hr

