



Negotiation and Leadership Course

About the Program on Negotiation at GNBI

Widely recognized as the preeminent leader in the field of negotiation, negotiation research, and dispute resolution, the Program on Negotiation (PON) is an interdisciplinary multi-GNBI consortium based. GNMLTI has established itself as one of the world's outstanding executive education negotiation training institutions.

Leaders in Negotiation Executive Education

GNMLTI's executive education training programs are designed to help participants become successful negotiators, deal with difficult people and hard bargainers, structure deals, and manage conflict productively.

Who Should Attend

Negotiation and Leadership attracts a diverse, global audience from both the private and public sectors. Participants span a wide range of titles and industries. The program is appropriate for CEOs, VPs, directors, and managers across a wide range of job functions including sales, operations, human resources, and marketing as well as for individuals in the education, government and nonprofit sectors.

Become a More Effective Negotiator

Great leaders are great negotiators. By equipping you with the innovative negotiation strategies you need to excel at the bargaining table, ***Negotiation and Leadership*** will help you:

- Improve working relationships and resolve seemingly intractable disputes.
- Understand your BATNA (best alternative to a negotiated agreement) to gain a better understanding of your options.
- Evaluate your personal tendencies in the face of conflict and learn to manage your bargaining strengths and weaknesses.
- Recognize the most common manipulative negotiation tactics used by difficult people —and ways to neutralize their effects.

- Win, not by defeating the other side, but by winning them over.

Negotiation and Leadership distills cutting-edge research and real-world examples into five days of targeted executive education negotiation training. At ***Negotiation and Leadership***, you will test your beliefs and assumptions, overcome emotional and rational biases, examine complex negotiation scenarios, and discover a range of competitive and cooperative, integrative negotiation strategies.

Top 5 Reasons to Attend Negotiation and Leadership

1. Lead at the bargaining table by sharpening your negotiation skills.
2. Achieve better outcomes by gaining the negotiation strategies you need to negotiate in uncertain environments, deal with difficult people, and manage conflict.
3. Learn from top negotiation experts who have negotiated peace treaties, brokered multi-billion dollar deals, and hammered out high-stakes negotiated agreements around the globe.
4. Practice with confidence by taking part in negotiation scenarios alongside a diverse group of executives.
5. Take a deeper dive by registering for an additional, one-day executive education training session that explores a specific aspect of negotiation such as leveraging the power of emotion.

Day 1

Understanding Key Negotiation Concepts

You'll examine ways to structure the bargaining process, learn how to identify both your and your counterpart's interests, and to recognize the most common manipulative tactics used by difficult people.

Discover how to succeed, not by defeating the other side, but by advocating persuasively for your own.

Day 2

Managing Interpersonal Dynamics

Building on Day 1, you'll **discover how to manage the tension** between empathy and assertiveness. Learn to navigate personality differences, diverse agendas, and social pressures.

By evaluating your personal tendencies in the face of conflict, you'll **learn to manage your strengths and weaknesses** to become a more effective negotiator.

Day 3

Addressing Negotiation Complexities

On the forth day you'll **build on your accumulated knowledge to generate descriptive insights** for negotiating across a variety of competitive contexts. You will learn what tools work best for managers who need to shape agreements and informal understandings within a complex web of relationships. You will discover strategies for anticipating and responding to

an array of complicating factors — from multiple parties and coalitions to cultural and value differences

Through relevant case studies you'll **learn how to apply negotiation theory to real-world situations** and will have the opportunity to practice your newfound negotiation techniques.

Day 4

Extending Your Learning

Understanding the Psychological Barriers that Derail Negotiations — How many among us have carefully planned for a negotiation, only to end up with a very different outcome because we got caught up in the “heat of the moment”? In this session, GNMLTI expert shares research findings into what causes us to become sidetracked in negotiations— and provides a proven framework for effective decision-making.

Day 5

Negotiating the Impossible: In this session the GNMLTI facilitator draws on behind-the-scenes stories of fascinating negotiations from history, business, medicine, and sports to provide principles and tactics that can be applied in everyday life, whether you are negotiating a corporate deal, fielding a job offer, resolving a business dispute, or tackling obstacles in personal relationships.

Day 6

Leveraging the Power of Emotions as You Negotiate

Left unchecked, emotions can turn productive negotiations into unprofitable disasters. Managed properly, however, they can serve as a lever for creating greater value, exerting more control, and achieving better outcomes.

Accelerate Your Negotiation Skills

In sessions taught by our expert, you'll broaden your understanding of negotiation concepts, acquire proven negotiating techniques, and have the opportunity to put your learning into practice. If you're ready to become a more skilled negotiator and a more effective leader, register for ***Negotiation and Leadership*** today.

Course Dates

Workshop 1 Course dates	8 April 2019- 13 April 2019
Workshop 2 Course dates	10 June 2019- 15 June 2019
Workshop 3 Course dates	5 August 2019- 10 August 2019 9 September 2019- 14 September 2019
Workshop 4 Course dates	7 October 2019- 12 October 2019 11 November 2019- 16 November 2019
Price Per Person	\$ 2 650 includes pick up from Airport to and fro, pick up from lodge to and fro to the training Center
Accommodation	\$490 per person for 7 days (This include bed and Breakfast and Dinner) vat Included
Total Including Accommodation	\$ 3.150