

Successful Negotiations

MGMT 547

Feb 8 – Mar 8
W 6:00 – 9:30

You probably negotiate every day. Whether you are choosing a restaurant, signing a lease, accepting a job offer, or setting the kids' bedtime, you are negotiating. Each situation requires its own strategy and understanding the dynamics of negotiations will help you choose the best one.

A broad array of negotiation and conflict management skills are essential for effective management. This course examines methods of conflict resolution, bargaining, distributive and integrative negotiation, mediation, and arbitration. Apply these tools to managerial challenges such as employment contracts, buyer-seller agreements, and mediated and arbitrated agreements.

Everyone negotiates.

Why not do it well?

Preparation

Gain an advantage before the negotiation even starts. Identifying your counterpart's needs and limitations, is the key to planning successful negotiations.

Practice

Practice is the best way to boost your confidence and refine your skills as a negotiator. Every class will include a chance to practice in a wide range of negotiation scenarios.

Performance

Learn strategies to optimize the outcome for both parties and never walk away with money left on the table again.