KEY BENEFITS

• Improve your negotiation skills through challenging simulations and constructive feedback
• Master preparing systematically for negotiations
• Structure value-creating deals that involve multiple, complex issues
• Adapt in a dynamic negotiation environment
• Adjust your negotiation strategy to the demands of a global environment
• Learn to develop a strategy and negotiate through a crisis
• Practice negotiating solo, as part of a team, as an agent, and in a multi-party context
• Receive books written by faculty members, personalized reports and wallet cards

WHO SHOULD ATTEND

• Seasoned professionals who want to improve their negotiation performance and outcomes and address people problems
• Sales and marketing managers, merger and acquisition professionals, entrepreneurs, purchasing managers, and human resource professionals
• Government administrators and administrators of not-for-profit organizations
• Managers coordinating across functions, businesses or cultures
• Family businesses
• Team leaders

Please note: Early registration is encouraged; this perennially popular program fills quickly.
High Performance Negotiation Skills
Maximize Your Outcome With Proven Strategies

PROGRAM CONTENT HIGHLIGHTS

**Building a Negotiation Strategy**
- Craft win-win deals
- Develop a planning document
- Plan and implement a negotiation strategy
- Leverage BATNAs, reservation bottom lines and targets
- Optimize opening offers
- Participate in deal-making simulations

**Recognizing Agents and Ethics**
- Learn when to use agents
- Align incentives for agents
- Manage agents’ ethics
- Detect and confront lying

**Negotiating Globally**
- Adjust to cultural differences in negotiators’ interests and strategies
- Communicate and confront directly and indirectly

**Strategizing for Complex Business Deals**
- Plan for multi-party and multi-issue negotiations
- Negotiate for mutual and individual gains
- Reveal or conceal
- Optimize negotiation team
- Evaluate and build trust across parties
- Maintain and enhance your reputation
- Value ethics
- Sharpen nonverbal communication skills
- Learn strategies for acquiring key information

**Commanding Crisis Negotiation**
- Understand rapidly changing environments
- Anticipate and learn to avoid potential threats
- Navigate the multifaceted crisis situations
- Recognize motivations and strategic concerns of partners
- Anticipate ethical dimensions of the situation

**YOUR LEARNING ENVIRONMENT**
The program is held on the beautiful lakefront campus of Northwestern University at the James L. Allen Center, minutes from downtown Chicago.

**THE FACULTY**

**Leigh Thompson**
Academic Director; J. Jay Gerber Professor of Dispute Resolution and Organizations; Director, Kellogg Team and Group Research Center

**Jeanne Brett**
DeWitt W. Buchanan, Jr. Professor of Dispute Resolution and Organizations; Director, Dispute Resolution Research Center

**Tim Feddersen**
Wendell Hobbs Professor of Managerial Politics; Professor of Managerial Economics & Decision Sciences

Please note: Faculty is subject to change.

Faculty members for this program have earned the global respect of practitioners and academics alike. They are researchers and thought leaders who continue to define their discipline, prolific authors of books and scholarly articles, in-demand consultants and highly engaging and effective teachers.

**SPECIAL FEATURE**

**PRE- AND POST-PROGRAM ENHANCEMENTS**
- Pre-program: Web surveys with personalized cultural reports
- Faculty-authored books
- Wallet card
- Six live simulations of negotiation scenarios
- Post-program: Videos and templates you can use with your team and in your organization to enhance negotiation effectiveness

**NEXT STEPS**
Learn more and apply
kell.gg/kxnegotiate
Consult with an Executive Development Advisor
exced@kellogg.northwestern.edu
847.467.6018

EXECUTIVE EDUCATION
### High Performance Negotiation Skills

Leigh Thompson, Academic Director

#### Sample Schedule

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<th>DAY 1</th>
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<td><strong>Team Dynamics in Multi-Issue Negotiations</strong></td>
<td><strong>Negotiating with Activists</strong></td>
<td><strong>Culture and Negotiation Strategy Web Survey</strong></td>
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