High Performance Negotiation Skills
Maximize Your Outcome With Proven Strategies

EXECUTIVE SUMMARY

There is a science to negotiation. Kellogg teaches the proven approach to achieving measurable results, best practices and strategies to give you a critical edge at the negotiation table regardless of where in the world you are negotiating.

This intensive program provides an immersive, highly interactive experience in which participants engage in hands-on learning in realistic negotiation scenarios. You’ll learn how to effectively develop a negotiation planning document, align a negotiating team, and remain strategically agile in increasingly complex and challenging negotiation situations.

Through a highly interactive and personalized approach, Kellogg faculty equip participants to master the essentials of negotiation and teach them to navigate the complex landscape of deal making in a global environment.

Prior to the program, participants complete an assessment that results in a personalized profile designed to reveal cultural style and approach to negotiation. The profile and course content will raise the participant’s level of self-awareness by revealing negotiation strengths and potential growth areas, and position them to be a powerful presence at the negotiation table.

Participants will master proven strategies through a rigorous set of tactical challenges and will learn to negotiate one-on-one and team-on-team, bridge cultural divides, understand how to approach from positions of high and low power, and win against tight deadlines and outside pressure.

EXECUTIVE EDUCATION

Consult with an Executive Development Advisor
execed@kellogg.northwestern.edu
847.467.6018

kell.gg/kxnegotiate

NEXT STEPS

May 13–16, 2019 // $7,900
September 23–26, 2019 // $7,900
May 11–14, 2020 // $8,150
November 9–12, 2020 // $8,150

Your program fee includes accommodations, meals, course materials and access to a fitness center. Dates and program fees are subject to change.

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.
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PROGRAM CONTENT HIGHLIGHTS

**Building a Negotiation Strategy**
- Craft win-win deals
- Develop a strategic planning document
- Plan and implement a negotiation strategy
- Leverage BATNAs, reservation points and targets
- Optimize when and how to make opening offers

**Multiple Parties and Agents**
- Plan for multi-party, multi-issue negotiation
- Optimize your negotiation team
- Build and leverage coalitions
- Learn how to work with agents effectively

**Negotiating Globally**
- Adjust to cultural differences at the global bargaining table

**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

―High Performance Negotiation Skills is one of the best courses I’ve ever taken. It gave me real tools to perform negotiations more effectively and leave the negotiation table, without leaving a lot of value on the table. I would recommend this course to any executive who needs to do any type of negotiations.‖

**Group Chief, U.S. Government**

**THE FACULTY**

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

**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

**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.

**NEXT STEPS**
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**ACADEMIC DIRECTOR:** Leigh Thompson

### SAMPLE SCHEDULE

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<tr>
<td>MORNING SESSIONS</td>
<td>Team Dynamics in Multi-Issue Negotiations Brett</td>
<td>Negotiating With Activists Feddersen</td>
<td>Multi-Party, Multi-Issue, Multi-Culture Negotiation Cont. Brett &amp; Thompson</td>
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<td>AFTERNOON SESSIONS</td>
<td>Agents in Negotiations Thompson</td>
<td>Complex Business Negotiations Brett &amp; Thompson</td>
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<td>LUNCH</td>
<td>Program Introduction Thompson</td>
<td>Individual Study and Reflection</td>
<td>Individual Study and Reflection</td>
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<td>DINNER</td>
<td>Power and Information in Negotiations Thompson</td>
<td>Mastering the Business Presentation Tim Calkins, Marketing</td>
<td>Multi-Party, Multi-Issue, Multi-Culture Negotiation Brett</td>
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<td>EVENING SESSION</td>
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