

High Performance Negotiation Skills

Maximize Your Outcome With Proven Strategies

ACADEMIC DIRECTOR: Leigh Thompson

TOPIC OVERVIEW — LIVE VIRTUAL FORMAT

This live virtual program will be offered in half day sessions and will include regular breaks and significant interaction with faculty and other participants. All times are Central Time.

	DAY 1: Monday	DAY 2: Tuesday	DAY 3: Wednesday	DAY 4: Thursday	DAY 5: Friday
Early Morning	9:00am – 11:00am CT Program Opening Power and Leverage in Negotiations: Prepare/Negotiate Thompson	9:00am – 10:45am CT Complex, Multi-Issue Negotiations: Prepare/Negotiate Brett	9:00am – 10:30am CT Multi-Party Negotiations: Prepare/Negotiate Thompson	9:00am – 11:00am CT Culture and Negotiation Strategy: Introduction to Culture Brett	9:00am – 10:30am CT Long-Term, Multi-Functional Business Negotiations: Prepare/Negotiate Thompson
Late Morning	11:30am – 1:00pm CT Power and Leverage in Negotiations: Discussion Thompson	11:00am – 12:30pm CT Complex, Multi-Issue Negotiations: Discussion Brett	11:00am – 12:30pm CT Multi-Party Negotiations: Discussion Thompson	11:30am – 12:30pm CT Culture and Negotiation Strategy: Discussion Brett	11:00am – 12:30pm CT Long-Term, Multi-Functional Business Negotiations: Discussion Thompson

Learn more and apply:
kell.gg/kxnegotiate

Consult with an Advisor:
execed@kellogg.northwestern.edu
 847.467.6018

Northwestern University reserves the right to change without notice any statement in this publication concerning, but not limited to, rules, policies, tuition, fees, curricula and courses. This includes the right to cancel a program at any time for any reason. In case of a cancellation, the university is not responsible for any travel or other related expenses accrued by the program registrant.