Learn how to negotiate hard, with integrity, using the basic influence techniques of professional negotiators. You will learn how to acquire frameworks to improve your negotiation skills, influence for success, and improve decision-making processes.

WHO SHOULD ATTEND?
This program is designed to benefit middle, upper-middle, and senior-level managers, who would like to enhance their influence—both internally in their organizations and externally with other organizations and vendors—by improving their negotiation and decision-making skills.

PROGRAM BENEFITS
By attending this program, you will:
• Practice a systematic and insightful approach to negotiations and decision-making.
• Monitor and improve your negotiation skills with personalized coaching and feedback from faculty.
• Evaluate your performance across situations and people.
• Learn how to adapt your negotiation approach to different situations and people.
• Know what information is needed to negotiate effective outcomes.

IDEAS COMPETE, PEOPLE COLLABORATE
Consistently ranked among the top programs in the world, Executive Education at Chicago Booth is where intellectual rigor, engaging teaching, and cutting-edge research meet. We create and learn in an intense, exhilarating climate of discussion and debate.

CONNECT WITH WORLD-CLASS FACULTY
The University of Chicago Booth School of Business has one of the most highly-regarded faculty of any business school in the world. Since Sweden’s central bank, Sveriges Riksbank, established the Nobel Prize in Economic Sciences in 1968, nine Chicago Booth faculty members have won the award.
NEGOTIATION AND DECISION-MAKING STRATEGIES (NDMS)

PROGRAM OUTLINE

The Psychology of Decision-Making Processes
• Framing decisions and assessing uncertainty
• Seeking information to be more informed
• Managing uncertainty to manage risk
• Recognizing and overcoming biases

Beginning with the Toughest: Price Negotiation
• Negotiating hard with integrity
• Untangling relationship building and price negotiations
• Balancing assertiveness and empathy in negotiations

Techniques for Creating Value
• Identifying tools for uncovering the interests of negotiation partner
• Moving from zero-sum positions to mutually satisfying agreements
• Quantitative preparation techniques for measuring interests and tradeoffs

Influence Techniques and Problem-Solving
• Adapting common influence tactics and defenses
• Leveraging creative problem-solving as a negotiation technique

Coalitions, Power, and Fairness
• Influencing outcomes when lacking formal authority
• Strategically forming and using coalitions to build power
• Confronting issues of equity within groups and coalitions

Organizational Decision-Making
• Preparing for complex negotiations by designing a productive process and agenda
• Managing joint decision-making and obtaining buy-in from large groups

Action Planning: Putting It All into Practice
• Construct your personal negotiation strategy in one-on-one expert consultations
• Synthesize all frameworks and hard skills developed during the week in a final multiparty negotiation exercise

“The course provided me with the useful skills that I can apply tomorrow that will benefit not only my organization but also my career objectives. I highly encourage anyone involved in negotiations to take this course.”

—BARRY DRASKOVICH, VICE PRESIDENT, PARKER-HANNIFIN CORPORATION

FOR MORE INFORMATION, CONTACT:
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