Negotiate with Influence: Shape Outcomes at the Bargaining Table
March 2021 Cohort
Faculty: John Burrows

**Topic Overview – Live-Online Format**
All times are Central Time

| WEEK 1 | Module 1: Monday  
March 1 | Module 2: Wednesday  
March 3 |
|-------|------------------|
| 9:00 am-11:00 am CT | Essentials in Negotiation  
Negotiation Approaches and Styles |

| WEEK 2 | Module 3: Monday  
March 8 | Module 4: Wednesday  
March 10 |
|-------|------------------|
| 9:00 am-12:00 pm CT | Influence in your Negotiations  
Negotiation Tools and Multi-Party Negotiations |

**PROGRAM ADMISSIONS**
If you are ready to build on your success, challenge yourself, and take your organization to the next level, Chicago Booth is ready for you.

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For questions, please contact us at exec.ed@chicagobooth.edu or +1 312.464.8732.