

EXECUTIVE SHORT PROGRAM

MASTERING STRATEGIC NEGOTIATIONS

This program is a comprehensive crash course in negotiation strategy that fast-tracks participants from foundational to advanced negotiations in three days. Participants will acquire cutting-edge negotiation techniques to analyze, prepare for, and execute complex deals across most industries. This results-driven, hands-on negotiation skills incubator uses a combination of teaching tools with 360-degree feedback in order to customize the learning experience to the seniority and professional responsibilities of the participants.

ACADEMIC DIRECTOR

**Gonçalo Pacheco
de Almeida**
Associate Professor,
HEC Paris

DURATION

3 days

DATES

2 intakes:
3 & 17 December 2024

TUITION FEES*

€ 4,500

CONTACT

For more information:
exed@hec.fr

*Net price, HEC Paris is not subject to VAT. Including lunch but excluding dinners and accommodation. Prices, dates, faculty and program content are subject to change. For the latest updates go to:

www.hec.edu

**OBJECTIVES**

- Deploy a practical and innovative approach to succeed in complex and demanding negotiations
- Implement negotiation techniques and strategies specific to each context
- Identify economic stakes that can influence opportunities or withdrawal in a negotiation
- Master the negotiation process by being attentive to the intentions of counterparts
- Develop relational and communication skills by identifying personal strengths and weaknesses

**LEARNING METHODS**

- A comprehensive course in an accelerated format to fast-track competency acquisition in negotiation
- Highly experiential, customized learning with hands-on simulations, teamwork, and 360-degree feedback
- A multi-method approach:
 - rigorous economic and game theoretical analysis
 - an insightful behavioral playbook from social psychology
 - principles of applied logic to enhance argumentation techniques.

The negotiation techniques discussed during the program can be applied immediately to real-world situations.

**PARTICIPANT PROFILE**

Executives (from any industry, firm, and functional area) or government officials with varying levels of negotiation expertise ; no formal educational requirements other than a working knowledge of English and basic familiarity with present value calculations.

**PROGRAM****THEME 1****Mastering the foundations of negotiation**

Valued based strategy and the fundamentals of negotiation, distributive versus integrative negotiations, logic and the principles of argumentation.

THEME 2**Excelling in complex deals**

Advanced integrative negotiations, negotiation via agents and the principal-agent problem, unethical behavior, integrative instruments, Pareto-efficient deals.

THEME 3**Negotiating in challenging contexts**

Dispute resolution, emotions, cross-cultural negotiation, e-negotiation, coalitional games, intra/intergroup negotiation, time pressure and temporal dynamics.

This program is eligible for the CPF.