



Executive
Education

Negotiation

Master the strategic, interpersonal and psychological dynamics that underpin effective negotiation.



At LSE Executive Education, we see the world as interconnected.

We are not just another business school. As a leading social sciences university, we believe a multidisciplinary approach and understanding is fundamental to success across sectors, corporations and organisations.

LSE has been a pioneer in providing executive education for professional development since our inception in 1895. Founded to know the causes of things for the betterment of society, LSE's mission remains as

relevant today as ever—our global influence extends beyond the business world, with 37 world leaders and 18 Nobel prize winners having taught or studied at LSE.

We take an unashamedly intelligent approach to executive education. Rated number one in the UK by the Research Excellence Framework, our world-class research and outstanding faculty shape the LSE Executive Education learning experience. We forge leaders who shape our world, change-makers who see the power in exploring the cause of things, and executives who know that if you want to influence tomorrow, you need to understand today.

This is the LSE Advantage.

Negotiation

Build world-class negotiation skills to resolve differences, optimise value and close deals.

Negotiation is a business-critical skill. It is key to closing deals, maximising value in agreements and contracts and resolving differences before they escalate into conflict.

This highly practical programme gives you immediate and deep insight into the theory of negotiation and the practices of successful negotiators. Gain awareness of your personal strengths and weaknesses and master the strategic, interpersonal and psychological dynamics that underpin effective negotiation.



5 Days in length



World class faculty



Central London location

Key Topics

- Negotiation: the key concepts
- Understanding personal style and managing difficult conversations
- Cognitive aspects of negotiations and emotion in negotiation
- Multi-party, multi-issue negotiation and managing relationships
- You as a negotiator.

Programme Benefits

- Develop a personal development plan with the guidance of the instructors to aid continuous improvement as a negotiator
- Explore critical concepts and learn practical tips gained from the latest thinking on negotiation
- Put theory into practice through negotiation simulations and benefit from immediate feedback.

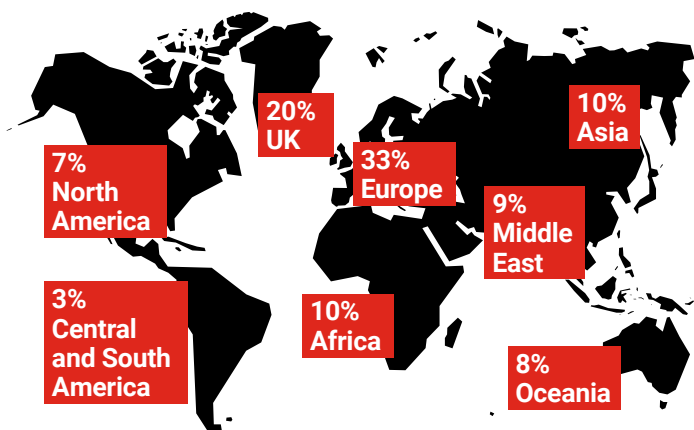
Timetable →

Attendee Profile

Who is this programme suitable for?

- Junior managers wishing to accelerate their career
- Senior professionals seeking to develop and refine their personal skills
- World-class negotiators looking to keep in step with current knowledge and research.

Participants from over 60 countries:



Participants from various industries:



“The programme absolutely exceeded my expectations. It was expertly delivered in a way that really brought the theory to life.”

Roland Gombas

Country and Pharma CFO (Turkey), Novartis



Faculty



Dr Jonathan E. Booth

Associate Professor of Organisational Behaviour and Human Resource Management, Jonathan holds a PhD in Human Resources and Industrial Relations. Prior to his career in academia, Jonathan was a senior consultant in information technology, change management and development training, and worked with leading firms such as Intel, Marriot International and Wells Fargo.



Professor Daniela Lup

Associate Professor of Human Relations and Organisational Behaviour at ESCP Europe and Visiting Fellow, LSE. Daniela is an expert in the sociological dimensions of work, employment and organisations, including family and community. Her work has been published in many of the world's foremost journals and business reviews, including the British Journal of Industrial Relations, the Harvard Business Review and the LSE Business Review.



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How to apply

To submit an online application and find details of our latest dates and fees please visit

Apply →

Contact us

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44(0)207 849 4615

(Mon – Fri: 9.30am-5.30pm)

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