

EXECUTIVE DECISION-MAKING AND NEGOTIATIONS (EDMN)



PROGRAM DETAILS

DATES

June 23–27, 2025

The program begins at 8:30 a.m. Monday and ends at noon Friday.

INVESTMENT

\$11,500 USD

Investment includes tuition, continental breakfasts, lunches, coffee breaks, and educational materials.

LOCATION

Gleacher Center
450 N. Cityfront Plaza Drive
Chicago, IL 60611

FACULTY

George Wu

John P. and Lillian A. Gould Professor
of Behavioral Science, Chicago Booth

Ayelet Fishbach

Jeffrey Breakenridge Keller Professor of
Behavioral Science and Marketing and
IBM Corporation Faculty Scholar,
Chicago Booth

Note: Program faculty, instructors, dates, and fee are
subject to change.

Learn how to negotiate 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, 10 Chicago Booth faculty members have won the award.

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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 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 trade offs

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

JOIN OUR COMMUNITY

Upon completion of the program, you will receive a Certificate of Completion from Chicago Booth Executive Education. You will also receive a digital badge that serves as a certified online credential of your accomplishment and can be shared among social networks such as LinkedIn. Participants are also invited to join our private Executive Education LinkedIn group.

FOR MORE INFORMATION, CONTACT:

Executive Education
The University of Chicago Booth School of Business
450 N. Cityfront Plaza Drive, Suite 514
Chicago, IL 60611-4316

P +1.312.464.8732

E exec.ed@chicagobooth.edu
chicagobooth.edu/edmn