



ESSENTIAL STRATEGIES FOR EFFECTIVE NEGOTIATION AND RISK MANAGEMENT

PROGRAM DETAILS

2025 DATES

May 12-15

PROGRAM LOCATION

Radisson Blu Hotel
Kuwait City, Kuwait

FACULTY

John Burrows
Senior Lecturer,
Chicago Booth

Master the strategic decision-making, negotiation, and risk management skills needed to thrive in today's dynamic business environment. The Essential Strategies for Effective Negotiation and Risk Management Program is a four-day immersive experience, combining the expertise of Chicago Booth's world-class faculty with practical, hands-on learning tailored to regional and global challenges. Developed in partnership with KFAS, this program empowers new to mid-level managers to navigate complexity with confidence.

WHO SHOULD ATTEND

This program is designed for managers with five to 10 years of experience. Participants must also be:

- Kuwaiti nationals
- Employed in the public or private sector across a wide range of industries.

PROGRAM BENEFITS

By attending this program, you will:

- Gain actionable, practical skills that can be applied immediately to real-world scenarios.
- Learn theoretical concepts and master how to implement them effectively through a combination of case studies, simulations, and negotiation exercises.
- Examine how cognitive biases shape leadership decisions and influence outcomes.
- Learn advanced negotiation techniques for complex situations.
- Strengthen leadership skills for crisis situations, focusing on resilience, adaptability, and swift decision-making.
- Experience a high-pressure simulation to sharpen decision-making and strategic thinking under uncertainty.
- Practice advanced multiparty negotiations to manage complex stakeholders and build strong coalitions.



ESSENTIAL STRATEGIES FOR EFFECTIVE NEGOTIATION AND RISK MANAGEMENT

PROGRAM OUTLINE

Day 1: Strategic Negotiation Foundations

- Learn the foundational concepts in strategy and negotiation.
- Explore both distributive and integrative negotiation techniques with real-world case studies.
- Key learning includes maximizing value through competitive bargaining and collaborative negotiation.

Day 2: Decision-Making Under Uncertainty

- Explore cognitive biases and their impact on leadership decisions.
- Engage in a high-pressure decision-making simulation to practice strategies for making informed choices under uncertainty.
- Master advanced negotiation techniques for complex scenarios involving multiple issues and stakeholders.

Day 3: Risk Management and Strategic Leadership

- Understand strategic risk management frameworks to identify and mitigate risks proactively.
- Explore how integrative negotiation and strategic relationship-building (social capital) serve as powerful risk mitigation tools.
- Participate in the Change Pro simulation to see firsthand how decision-making, stakeholder management, and social capital directly impact strategic risk outcomes.
- Debrief lessons on managing risks effectively through stakeholder engagement and collaborative strategies.

Day 4: Strategic Leadership and Advanced Negotiation

- Develop leadership capabilities in crisis situations, emphasizing resilience, adaptability, and agility.
- Participate in advanced multiparty negotiation simulations, where participants manage complex stakeholder dynamics and coalition-building.

JOHN BURROWS



John Burrows is a senior lecturer at the University of Chicago's Harris School of Public Policy, where he also serves as the academic director for Part-Time Programs and Leadership. At Oxford University's Saïd Business School, he is an associate fellow, teaching MBA and EMBA students each summer. He also teaches the MBA negotiations class at Booth.

Burrows' academic interests include the application of AI in teaching and learning, the integration of AI into legal and policy frameworks, and the role of social capital as a strategic risk mitigation tool in hybrid and remote-first workplaces. Before transitioning to academia, Burrows was a partner at Accenture, where he developed extensive expertise in consulting, sales, and marketing. Burrows has an MBA and PhD in behavioral science from Chicago Booth and an MSt in practical ethics from Pembroke College, Oxford.

KEY PROGRAM ASPECTS

- Interactive lectures: Highly engaging, application-focused sessions led by world-class faculty.
- Real-life simulations: Experience practical, hands-on learning experiences.
- Learner-centric approach: A focus on active participation and real-world application.

REGISTER HERE

Last day to register: 1 May, 2025

FOR MORE INFORMATION, CONTACT:

Kuwait Foundation for the Advancement of Sciences
Enterprise Learning and Human Development
Email: training@kfas.org.kw
Tel: +96522278100 ext. 1871

CHICAGO BOOTH 

Executive Education

 **KFAS**
مؤسسة الكويت للتقدم العلمي
Kuwait Foundation for the Advancement of Sciences