

Oct 27 – Nov 1, 2024 \$14,500

OR

Jul 20 – 25, 2025 \$15,500

OR

Oct 26 – 31, 2025 \$15,500

**HBS Campus** 

"This program gave me a more global perspective and a broader understanding of varying motives."

#### **Bracken Seaberg**

Senior Associate, Cynosure Group, United States

# Changing the Game: Negotiation and Competitive Decision-Making

Develop the psychological insights and practical skills needed to bargain more effectively and make better decisions on the spot.

#### WHO SHOULD ATTEND

Executives in business development and partnerships, dispute resolution, finance, consulting, and sales.

#### THIS PROGRAM WILL HELP YOU TO

- Employ psychological insights to enhance your decision-making
- · Avoiding common decision-making mistakes
- Compare rational versus intuitive decisionmaking strategies

You'll emerge from the program as a strong and highly capable dealmaker who can serve as a trusted representative in critical business situations.

#### WHAT YOU WILL LEARN

Negotiation skills can make or break your company and your career. This program equips you to steer critical deals with partners, vendors, clients, investors, and other stakeholders.

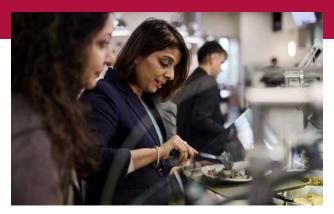


### **SAMPLE SCHEDULE**

DAY ONE	DAYTWO	DAY THREE	DAY FOUR	DAY FIVE	DAY SIX
	6:30 – 8:30 AM Breakfast	6:30 – 8:30 AM Breakfast	6:30 – 8:30 AM Breakfast	6:30 – 8:30 AM Breakfast	6:30 – 8:30 AM Breakfast
8:00 AM – 4:00 PM Check-In and Registration	8:45 – 10:30 AM Negotiation Debrief	9:00 – 10:15 AM Multiparty Negotiation Exercise	9:00 – 10:45 AM Negotiating the Impossible Part I	9:00 – 10:30 AM Bidding on Large Contracts	9:00 – 10:15 AM Negotiation Roleplay
	10:30 – 10:45 AM Break	10:30 – 10:45 AM Break	10:45 – 11:15 AM Break	10:30 – 10:45 AM Break	10:15 – 10:30 AM Break
	10:45 AM – 12:15 PM The Anatomy and Psychology of Decision-Making	10:45 AM – 12:15 PM Negotiation Debrief	11:15 AM – 12:15 PM Negotiating the Impossible Part II	10:45 AM – 12:15 PM Negotiating in Times of Financial Crisis	10:30 AM – 12:00 PM Negotiation Debrief and Program Wrap-Up
	12:15 – 1:30 PM Lunch	12:15 – 1:30 PM Lunch	12:15 – 1:15 PM Lunch	12:15 – 1:15 PM Lunch	12:00 PM Check-Out and Departure
	1:30 – 2:45 PM Two-Party Negotiation Roleplay	1:30 – 3:00 PM Negotiation Roleplay	1:15 – 2:45 PM Negotiating in the Face of Resistance to Change	1:15 – 2:45 PM Negotiauctions	
	2:45 – 3:15 PM Break	2:45 – 3:15 PM Break	2:45 – 3:15 PM Break	2:45 – 3:00 PM Break	
	3:15 – 5:00 PM Negotiation Debrief	3:15 – 4:45 PM Strategies of Influence	3:15 – 4:45 PM Lessons from Historical Negotiations	3:00 – 5:00 PM Introduction to the Negotiation Simulation	
5:15 – 6:00 PM Program Overview	5:00 - 6:00 PM Free Time	4:45 – 6:00 PM Free Time	4:45 – 6:00 PM Free Time	5:00 – 5:30 PM Individual Preparation	
6:00 – 7:30 PM Opening Reception and Dinner	6:00 – 7:30 PM Dinner	6:00 – 7:30 PM Dinner	6:00 – 7:30 PM Dinner	5:30 – 7:00 PM Closing Reception and Dinner	CLASS GUIDE
7:30 – 9:00PM Group Decision-Making Negotiation Exercise	7:30 – 9:00 PM Negotiation Exercise Group Preparation	7:30 – 9:00 PM Individual Preparation	7:30 – 9:00 PM Noticing and Influence	7:00 – 9:00 PM Individual Preparation	Classroom Sessions Discussion Groups Break / Meal
					Please note: This sample schedule is intended to be representative of the program structure and content. Timing and session topics are illustrative and subject to change.  S0724

## **The Experience**

At HBS, every detail is carefully calibrated to drive your success. Living arrangements and classrooms that spark connection. Unrivaled academic resources. Thoughtfully designed virtual learning experiences. And rejuvenating fitness, dining, and cultural amenities.

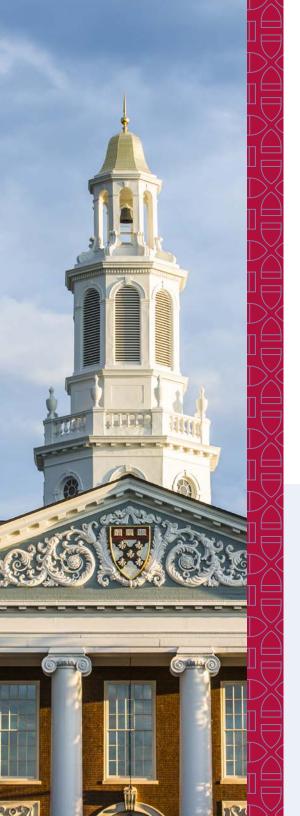












## A world-class learning experience that energizes aspiring and established changemakers.



#### **BREAKTHROUGH LEARNING**

Stimulating classes led by faculty at the forefront of their fields. Topics that will define the future of business. Discussions that transform perspectives and ways of thinking. Access to the brightest business minds on the planet. In short, a world-class learning experience that only Harvard can provide.

#### **HOLISTIC SUPPORT**

Premium amenities and purpose-built accommodations for all participants on the HBS campus. Astonishingly attentive staff. Classrooms that foster collaboration. Virtual, in-person, and blended formats for learning on your terms. Here, every detail is carefully calibrated to nurture your growth.

**ADMISSIONS** 

Candidates are admitted on a rolling, space-available basis and typically will receive their admissions decision within four to six weeks. Select programs have application deadlines, as noted on the program page on our website. For all programs, early application is strongly encouraged.

#### **POWERFUL CONNECTIONS**

Our programs strengthen organizations and individuals by deepening relationships and fostering new ones. Participants leave with lifelong friends, new potential business partners, and a powerful, globe-spanning network of fellow changemakers.

#### INTENTIONAL DIVERSITY

We curate a truly diverse classroom for good reason. Exposure to different perspectives sharpens our thinking and leaves us better equipped to lead in today's business landscape. Expect to learn with—and from—peers that come from around the world, a variety of industries, and all walks of life.

#### FOR MORE INFORMATION

www.exed.hbs.edu

#### FOR A PERSONALIZED CONSULTATION

Contact Our Program Advising Team

Email: executive\_education@hbs.edu

Phone: 800.427.5577

(outside the United States, call: **617.495.6555**)

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Program content, dates, schedule, fees, technology platforms, and faculty are subject to change.

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