



**Harvard
Business
School**
Executive
Education

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Oct 27 – Nov 1, 2024
\$14,500

OR

Jul 20 – 25, 2025
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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 decision-making 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.



This program is part of the Certificate of Management Excellence.

To earn this certificate, participants must complete three select topic-focused programs in 36 months.

Changing the Game: Negotiation and Competitive Decision-Making

SAMPLE SCHEDULE

DAY ONE	DAY TWO	DAY THREE	DAY FOUR	DAY FIVE	DAY SIX
<div>8:00 AM – 4:00 PM</div> <div>Check-In and Registration</div> <div>5:15 – 6:00 PM</div> <div>Program Overview</div> <div>6:00 – 7:30 PM</div> <div>Opening Reception and Dinner</div> <div>7:30 – 9:00PM</div> <div>Group Decision-Making Negotiation Exercise</div>	<div>6:30 – 8:30 AM</div> <div>Breakfast</div> <div>8:45 – 10:30 AM</div> <div>Negotiation Debrief</div> <div>10:30 – 10:45 AM</div> <div>Break</div> <div>10:45 AM – 12:15 PM</div> <div>The Anatomy and Psychology of Decision-Making</div> <div>12:15 – 1:30 PM</div> <div>Lunch</div> <div>1:30 – 2:45 PM</div> <div>Two-Party Negotiation Roleplay</div> <div>2:45 – 3:15 PM</div> <div>Break</div> <div>3:15 – 5:00 PM</div> <div>Negotiation Debrief</div> <div>5:00 – 6:00 PM</div> <div>Free Time</div> <div>6:00 – 7:30 PM</div> <div>Dinner</div> <div>7:30 – 9:00 PM</div> <div>Negotiation Exercise Group Preparation</div>	<div>6:30 – 8:30 AM</div> <div>Breakfast</div> <div>9:00 – 10:15 AM</div> <div>Multiparty Negotiation Exercise</div> <div>10:30 – 10:45 AM</div> <div>Break</div> <div>10:45 AM – 12:15 PM</div> <div>Negotiation Debrief</div> <div>12:15 – 1:30 PM</div> <div>Lunch</div> <div>1:30 – 3:00 PM</div> <div>Negotiation Roleplay</div> <div>2:45 – 3:15 PM</div> <div>Break</div> <div>3:15 – 4:45 PM</div> <div>Strategies of Influence</div> <div>4:45 – 6:00 PM</div> <div>Free Time</div> <div>6:00 – 7:30 PM</div> <div>Dinner</div> <div>7:30 – 9:00 PM</div> <div>Individual Preparation</div>	<div>6:30 – 8:30 AM</div> <div>Breakfast</div> <div>9:00 – 10:45 AM</div> <div>Negotiating the Impossible Part I</div> <div>10:45 – 11:15 AM</div> <div>Break</div> <div>11:15 AM – 12:15 PM</div> <div>Negotiating the Impossible Part II</div> <div>12:15 – 1:15 PM</div> <div>Lunch</div> <div>1:15 – 2:45 PM</div> <div>Negotiating in the Face of Resistance to Change</div> <div>2:45 – 3:15 PM</div> <div>Break</div> <div>3:15 – 4:45 PM</div> <div>Lessons from Historical Negotiations</div> <div>4:45 – 6:00 PM</div> <div>Free Time</div> <div>6:00 – 7:30 PM</div> <div>Dinner</div> <div>7:30 – 9:00 PM</div> <div>Noticing and Influence</div>	<div>6:30 – 8:30 AM</div> <div>Breakfast</div> <div>9:00 – 10:30 AM</div> <div>Bidding on Large Contracts</div> <div>10:30 – 10:45 AM</div> <div>Break</div> <div>10:45 AM – 12:15 PM</div> <div>Negotiating in Times of Financial Crisis</div> <div>12:15 – 1:15 PM</div> <div>Lunch</div> <div>1:15 – 2:45 PM</div> <div>Negotiauctions</div> <div>2:45 – 3:00 PM</div> <div>Break</div> <div>3:00 – 5:00 PM</div> <div>Introduction to the Negotiation Simulation</div> <div>5:00 – 5:30 PM</div> <div>Individual Preparation</div> <div>5:30 – 7:00 PM</div> <div>Closing Reception and Dinner</div> <div>7:00 – 9:00 PM</div> <div>Individual Preparation</div>	<div>6:30 – 8:30 AM</div> <div>Breakfast</div> <div>9:00 – 10:15 AM</div> <div>Negotiation Roleplay</div> <div>10:15 – 10:30 AM</div> <div>Break</div> <div>10:30 AM – 12:00 PM</div> <div>Negotiation Debrief and Program Wrap-Up</div> <div>12:00 PM</div> <div>Check-Out and Departure</div>

CLASS GUIDE

- 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.

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.





**Harvard
Business
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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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