

Dates

October 10 - 15, 2010

Application Deadline

September 13, 2010

Tuition

\$11,000 USD

Price subject to change

Tuition includes accommodations, meals, and materials.

INFLUENCE AND NEGOTIATION STRATEGIES PROGRAM

Today's most successful business leaders rely upon influence and negotiation skills at every turn—whether to close a major business deal, recruit a key team member, or obtain scarce resources in a highly interdependent environment.

This program teaches you effective influence tactics and negotiation strategies for every business situation and helps you to analyze the ethical issues that arise as you negotiate to achieve your objectives.

KEY TAKEAWAYS

- Powerful strategies to improve influence in both two-party and multi-party negotiations
- Improved negotiation and dispute resolution strategies and skills
- General frameworks that emphasize a rational and ethical approach to negotiation

HIGHLIGHTED SESSIONS

Reciprocal Influence Between Managers and Subordinates

While analyzing the results of simulated performance reviews, participants examine the psychological and behavioral factors that determine reciprocal influence processes between managers and their reports.

Multiparty Negotiation: The Harborco Simulation

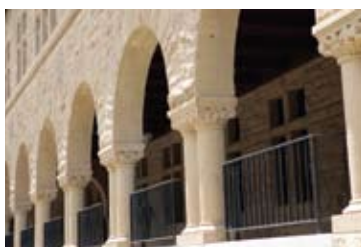
On the final day of the program, participants put all of their newly acquired negotiation strategies and tactics to the test by taking part in an intense six-party negotiation exercise that pits them against coalitions and hidden agendas.

WHO SHOULD ATTEND

Executives from any functional area with 10 or more years of management experience will benefit from this program. It is appropriate for executives from organizations of any size or in any industry.

CONTENT OVERVIEW

The comprehensive curriculum in the Influence and Negotiation Strategies Program covers negotiation skills and tactics, and also methods of dispute resolution that can be applied when negotiations break down. Topics range from the use of influence strategies in the everyday work environment to complex deal negotiations involving cultural differences, coalitions, and ethical challenges. Participants take part in exercises ranging from two-party to six-party negotiations, with constantly rotating partners from around the world. At the conclusion of the program, participants also receive a take-home toolkit on CD-ROM that includes a video lecture on negotiation by the faculty director and refresher exercises.



SAMPLE DAILY SCHEDULE

- 🕒 **Breakfast**
Full breakfast at Schwab Residential Center
- 🕒 **Morning Session I**
The Choice to Negotiate
- 🕒 **Morning Session II**
Creating Value: The New Recruit Negotiation Simulation (negotiation)
- 🕒 **Morning Session III**
Creating Value: The New Recruit Negotiation Simulation (debrief)
- 🕒 **Lunch**
Buffet lunch with optional patio dining
- 🕒 **Afternoon Session I**
Psychological Traps in Negotiation and Decision Making
- 🕒 **Afternoon Session II**
Power and Influence in Social Settings
- 🕒 **Dinner**
Cocktail reception followed by a served dinner
- 🕒 **Evening**
Intervening in Others' Disputes: Settling a Grievance



“ By far the best program I've ever attended. There is very little, if anything, that won't apply to both work and life. The exercises in particular are well designed. Professor Neale stands out with her amazing skills. ”

* ANAT GILLER-SACHS / BUSINESS DEVELOPMENT MANAGER / MARVELL CORPORATION

“ I learned new ways in which to think about negotiation and a framework to use in preparing, executing, and evaluating the results of negotiation. I no longer need to rely on intuition but now have a more organized approach to handling negotiations. ”

* DAN BENSON / DIRECTOR OF VENTURE TECHNOLOGY / SIEMENS TECHNOLOGY-TO-BUSINESS CENTER

FACULTY DIRECTOR



Margaret A. Neale, the John G. McCoy–Banc One Corporation Professor of Organizations and Dispute Resolution at the Stanford Graduate School of Business, and Graduate School of Business Trust Faculty Fellow for 2009-2010, is known worldwide for her research into distributed team and learning environments. Her research interests include decision making, distributed collaboration, team-based learning, negotiation, and team performance. She is coauthor of *Negotiating Rationally* (Free Press, 1992).

OTHER PROGRAM FACULTY

Brian S. Lowery

*Associate Professor of Organizational Behavior,
Stanford Graduate School of Business*

Gregory B. Northcraft

*Professor of Business Administration and Harry J. Gray
Professor of Executive Leadership, University of Illinois at
Urbana-Champaign*

Harris Sondak

*Associate Professor of Management, David Eccles
School of Business, University of Utah*

Larissa Z. Tiedens

*Johnathan B. Lovelace Professor of Organizational
Behavior, Stanford Graduate School of Business*



TYPICAL PARTICIPANT MIX

Industry

16%	Consumer Products
13%	Financial Services, Insurance
9%	Communications
7%	Computers, Technology
7%	Industrial Products, Equipment
6%	Government, Military
4%	Consulting, Professional Services
4%	Consumer Products
34%	Other

Geographic Origin

58%	North America
18%	Europe
13%	Central, South America
7%	Africa, Middle East
4%	Asia Pacific

Job Function

49%	General Management
22%	Marketing, Sales
9%	Finance, Accounting, Legal
9%	Human Resources
7%	R&D, Product Development
4%	Other