

FOCUSED LEADERSHIP

NEGOTIATION STRATEGIES: CREATING AND MAXIMIZING VALUE

▶ WWW8.GSB.COLUMBIA.EDU/EXECED/PROGRAM-PAGES/DETAILS/135/NS

Psychology + Business = Negotiations. *This program examines each element of a negotiation and introduces effective strategies based on insights from psychology. Participants learn to negotiate more effectively with diverse stakeholders, from clients to internal constituents, to get the most out of each deliberation.*

HOW YOU WILL ADVANCE

The Four Communication Styles.

Discover how different communication styles affect negotiations.

From Negotiation to Decision.

Learn how to avoid common decision traps and determine when to walk away from a negotiation.

Group Dynamics.

Understand the consequences of making decisions as a group.

Conflict Resolution.

Strengthen your ability to manage your emotions and resolve conflicts.

	2020	2021			
FEE	🚫 LIVE ONLINE \$4,950	🚫 LIVE ONLINE \$4,950	🚫 LIVE ONLINE \$4,950	IN PERSON \$6,550	IN PERSON \$6,550
DATES	NOV 16-20	FEB 8-12	MAY 17-21	JUL 12-14	NOV 8-10

*In-person programs include breakfast and lunch.
 Dates, fees, and locations are subject to change.*

WHO SHOULD
 ATTEND

ALL
 EXECES

ALL
 YEARS
 EXPERIENCE

🚫 **COVID-19 Advisory** In light of the current pandemic, our in-person executive education programs have been postponed or moved to virtual formats in the near future. Our online programs continue to run as scheduled. Please check our website for the most up-to-date information.

FOCUSED LEADERSHIP

NEGOTIATION STRATEGIES: CREATING AND MAXIMIZING VALUE

▶ WWW8.GSB.COLUMBIA.EDU/EXECED/PROGRAM-PAGES/DETAILS/135/NS

SAMPLE SESSION TITLES

- Power: What It Is and How to Get It
- Third Party Roles in Managerial Negotiation
- The Psychology of the Negotiating Opponent
- Advanced Negotiation: The Hard Work on the Soft Stuff

HEAR FROM PAST PARTICIPANTS

"I took Negotiation Strategies not knowing the impact it would have on my professional life. It has changed the way I perceive a problem, the way I plan my arguments prior an important meeting, how to create mutual value with your counter-party which creates a long-term solid relationship, and much more. The main strength of the course was the practical cases that pushed us to interact and practice, 1-on-1 with our classmates."

Fidaa Nesr
Board of Directors Member, Partner, Senior Trader,
Webcor Group

"This course is extremely valuable and directly applicable to many real-world business interactions. I highly recommend it. The best part is the ability to network and learn from world business leaders."

Anthony Schatz
Director EHS & Product Regulatory, Ashland, Inc.

PROGRAM FACULTY



Robert N. Bontempo, Faculty Director
Adjunct Professor of Business
Faculty Member, Executive Education

Robert N. Bontempo is a leading advisor to senior executives worldwide. He advises on the leadership of organizational change and the implementation of business strategy to such companies as Goldman Sachs, Citibank, ExxonMobil, General Electric, Sony, Boeing, Glaxo-Wellcome, NASA, and Deloitte & Touche, as well as government and ministry officials from The World Bank and The United Nations. He has served on the board of directors of the Michael Baker Corporation, an energy services and engineering firm with operations worldwide, since 1997.

The winner of the 1994 Singhvi Prize for Scholarship in the Classroom, Bontempo teaches executives and students at Columbia Business School.

Along with Professor Bontempo, additional Columbia Business School faculty contribute to and teach in the program.

WHY COLUMBIA BUSINESS SCHOOL?

Columbia Business School is the only Ivy League institution that delivers a learning experience where academic excellence meets real-time exposure to the pulse of business in New York City.