

# High Performance Negotiating

Negotiating is a daily practice. In business, we need to negotiate deliberately to achieve win-win outcomes. The aim of this program is to develop your capability to build important business relationships and networks and successfully navigate complex situations. This program is designed to learn and practice negotiating techniques over a period of time to embed your new knowledge and skills into daily habits.

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*The idea that you can create more value through the information you exchange between negotiators is a huge breakthrough in a negotiation approach.”*

**Brett Friesen**

General Manager, Community Development  
Hopewell Residential Management



**Program Delivery:** Blended

**Commitment:** 25 hours

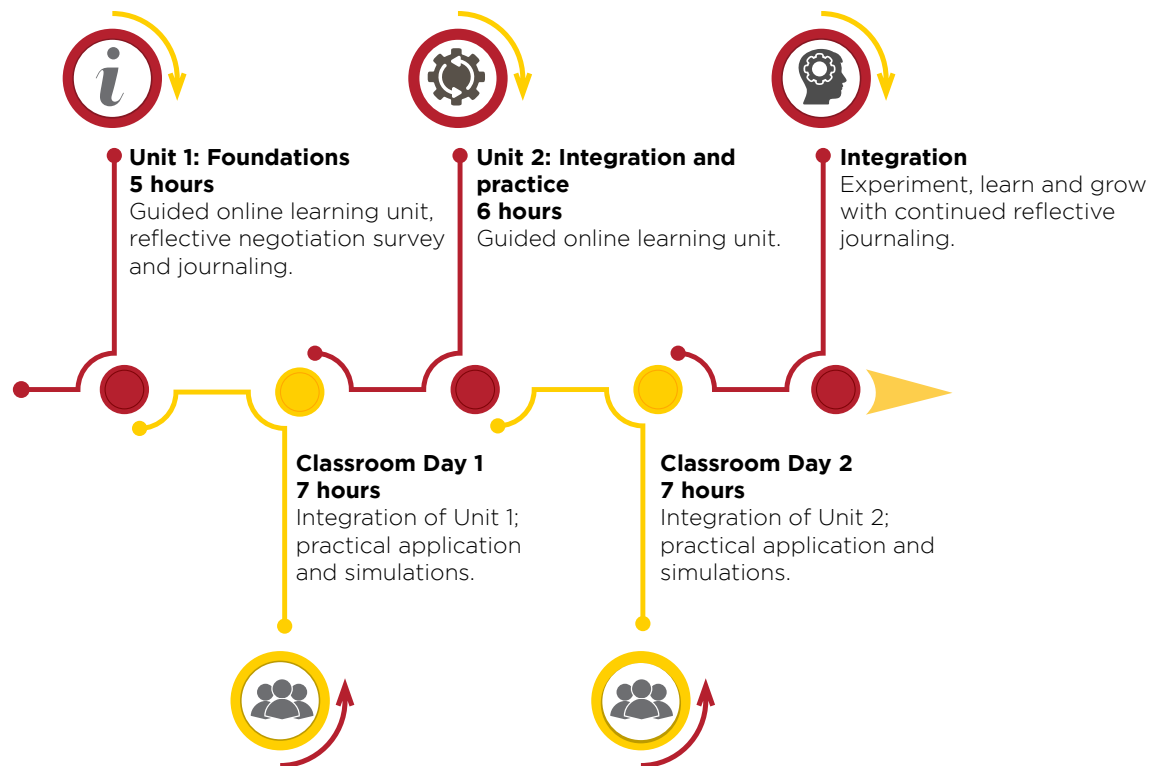
**Investment:** \$2,325

This program is eligible for grant funding up to five weeks prior to program start.

*Program runs February to April 2020.  
See last page for full program schedule.*

## Learning Journey

During this blended program, you will learn how to critically analyze your position in negotiations and develop appropriate tactics to achieve your desired result. You will develop an awareness of strategies needed to handle difficult situations and avoid personal bias and other common pitfalls that often sabotage negotiations. In addition, you will build your negotiation communication skills and experience in class simulations to practice concepts and understand how different individuals approach the same simulation.



## Learning Outcomes

Upon completion of this program, you will:

- Develop the strategic mindset to tackle various negotiation scenarios
- Identify and practice effective behaviours for achieving objectives
- Avoid common pitfalls and personal biases that limit effectiveness in negotiating
- Understand others' positions while creating solid relationships
- Develop effective communication skills to identify and satisfy the needs of both parties

## Who Will Benefit

- Executives, managers and high potential leaders from a range of functional areas such as marketing, business development and operations management
- Landmen and other professionals involved in mergers and acquisition activities
- Managers leading cross-functional teams
- Professionals involved in complex stakeholder relations

## Program Investment

Program investment is \$2,325 per participant and includes the following:

- Virtual program launch and orientation to the virtual learning platform;
- Two online units, two face-to-face (classroom) workshops;
- All program materials, simulations, and copyrights; and
- Certificate of completion from the Haskayne School of Business

## Grant Funding

By registering for this program, your organization could be eligible to receive the Canada Alberta Job Grant which will cover up to 2/3 of the program cost. The funding model for High Performance Negotiating is an initial investment of \$2,325. The government will reimburse \$1,550 of that investment, making the final investment only \$775. An Executive Education team member will be able to assist with the grant application process. For more information: [execed@haskayne.ucalgary.ca](mailto:execed@haskayne.ucalgary.ca)

## Faculty

### Loren Falkenberg, PhD

Loren Falkenberg is the associate dean (strategic initiatives) and an associate professor at the Haskayne School of Business. Loren has consulted on corporate social responsibility programs and management of ethical issues for a number of companies, including Alberta Health Services, Air Canada, Husky Energy and Talisman. Loren has acted as a facilitator for boards and executive teams, is a published author and has been a regular commentator on CBC on various issues in the Canadian business environment. Loren has over 20 years' experience in executive programming.

### Leighton Wilks

Leighton is an instructor in Organizational Behaviour and Human Resources at the Haskayne School of Business. Leighton has a significant consulting background in diverse areas including real estate development, strategic planning and cross-cultural training. As a PhD candidate, Leighton is focusing his dissertation research on corporate social responsibility within the oil and gas industry, with a specific focus on strategic partnerships that are enacted to achieve social value.



# High Performance Negotiating

## Program Schedule: February - April 2020\*

DATE	LEARNING ACTIVITIES	FORMAT	COMMITMENT
	Program launch; virtual learning platform orientation	Online	
24-Feb	Program launch; Unit one: Foundations	Self-directed	5 hours
20-Mar	Day one: High performance negotiating face-to-face	Classroom	7 hours
21-Mar	Unit two: Integration and practice	Self-directed	6 hours
3-Apr	Day two: High performance negotiating face-to-face continued	Classroom	7 hours
6-Apr	Post program integration	Self-directed	

**REGISTER NOW:**  
**[haskayneexeced.ca](http://haskayneexeced.ca)**

Call 403.220.6600 for group registrations.

For more information on Executive Education  
at Haskayne School of Business

**T:** 403.220.6600

**E:** [execed@haskayne.ucalgary.ca](mailto:execed@haskayne.ucalgary.ca)

### **Haskayne Executive Education**

University of Calgary  
Downtown Campus  
6th Floor, 906 – 8th Avenue SW  
Calgary, AB T2P 1H9



**UNIVERSITY OF CALGARY**  
HASKAYNE SCHOOL OF BUSINESS  
Executive Education