HASKAYNE
EXECUTIVE
EDUCATION

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.

During this online program, you will learn how to critically analyze your position in negotiations and develop appropriate tactics to achieve your desired results. 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.

UNIVERSITY OF CALGARY
HASKAYNE SCHOOL OF BUSINESS

*Program schedule and content is subject to change. Please visit haskayneexeced.ca the most up-to-date program information.

Learning Objectives

Participants who attend this course will learn to:

- 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 acquision activites
- Managers leading cross-functional teams
- Professionals involved in complex stakeholder relations

Dates: April 20 - June 1, 2022
Program Delivery: Online
Commitment: 21 hours
Investment: $2,325

Course Content

Date	Learning Activities	Format	Commitment
	Program launch; virtual learning platform orientation	Online	
April 20	Program launch; Unit one: Foundations	Self-directed	3.5 hours
May 4	Day one: High performance negotiating live online	Virtual session	3.5 hours
May 11	Day two: High performance negotiating live online	Virtual session	3.5 hours
May 18	Unit two: integration and practice	Self-directed	3.5 hours
May 25	Day three: High performance negotiating live online	Virtual session	3.5 hours
June 1	Day four: High performance negotiating live online	Virtual session	3.5 hours
June 1	Post program integration	Self directed	

Faculty

LOREN FALKENBERG, PHD

Professor, Haskayne School of Business

Loren Falkenberg is a professor in the Haskayne School of Business, and has taught over 30 years in Haskayne's graduate and executive programs. She has served in multiple senior administrator roles in the faculty, and on external boards and committees. Loren has acted as a facilitator for boards and executive teams, and published research articles and a book on strategic planning in universities. She is also an Academic Director for the Directors Education Program offered by the Institute of Corporate Directors.

Grant Funding

This program could be eligible for grant funding that can cover up to 2/3 of the program costs. An Executive Education team member can help you bundle courses to meet the minimum hours needed for eligibility.

For more information: **execed@haskayne.ucalgary.ca**
Register online: **haskayneexeced.ca**

Register Now

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