Learn how you can achieve win-win outcomes in negotiations.

Negotiations are part of our daily interactions, whether it’s with suppliers, clients, colleagues or external stakeholders. Successful negotiations involve strategically aligning your resources and creating value for yourself and your organization. In this program, you will learn about the strategies and frameworks you will need to navigate complex situations and negotiate successfully.

Through interactive in-class simulations, you will reinforce your communication skills and gain an understanding of how different individuals approach the same situation. Become adept at critically assessing your position in negotiations. Develop tactics to achieve your desired outcomes, while maintaining business relationships and networks.
Learning objectives
Through this program, you will be able to:

• Craft your personal negotiation style
• Develop the strategic mindset to tackle various negotiation scenarios
• Identify and adopt behaviours that will guide you through negotiations and help you achieve your objectives
• Avoid personal biases and other common pitfalls that limit effectiveness in negotiations
• Understand others’ positions while building strong relationships
• Develop effective communication skills to address the needs of each party in a negotiation

Program schedule*

<table>
<thead>
<tr>
<th>Date</th>
<th>Learning activities</th>
<th>Format</th>
<th>Commitment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb 8</td>
<td>Program launch: virtual learning platform orientation</td>
<td>Online, synchronous</td>
<td>1 hour</td>
</tr>
<tr>
<td>Feb 8</td>
<td>Unit 1: Foundations: negotiations framework, value-creation strategy, preparation tools</td>
<td>Online, asynchronous</td>
<td>2 hours</td>
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<tr>
<td>Feb 15</td>
<td>Module 1: Implementing an Effective Strategy: effective competitive tactics, value-creation approaches, formal vs. informal dynamics, simulation</td>
<td>In-person</td>
<td>7 hours</td>
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<tr>
<td>Feb 15</td>
<td>Unit 2: Preparation: preparing for negotiations, effective communications</td>
<td>Online, asynchronous</td>
<td>2 hours</td>
</tr>
<tr>
<td>Feb 15</td>
<td>Unit 3: Integration: negotiating through power, use of persuasion</td>
<td>Online, asynchronous</td>
<td>2 hours</td>
</tr>
<tr>
<td>Mar 14</td>
<td>Module 2: Creating Value: complex negotiations, managing difficult negotiators</td>
<td>In-person</td>
<td>7 hours</td>
</tr>
<tr>
<td>Mar 14</td>
<td>Post-program: continuous integration of learning; post-session resources</td>
<td>Online, asynchronous</td>
<td>Self-directed</td>
</tr>
</tbody>
</table>

*Program schedule and content is subject to change. Please visit haskayneexeced.ca the most up-to-date program information.
Loren Falkenberg has taught at the Haskayne School of Business for over 30 years, leading graduate and executive programs on business ethics and negotiations. Her research interests are in examining ethical and social responsibility issues, decision-making by senior leaders, and exploring the relationships between companies and not-for-profit organizations. Loren facilitates sessions using the collective intelligence and experience of learners to develop evidence-based decision-making approaches and increase the learner’s ability to make risk-managed judgements.
Register now

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