



Skilled Negotiating

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*

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



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

Program investment

Dates: February 8 - March 14, 2024

Program delivery: In-person

Commitment: 21 hours

Investment: \$2,195.00

Faculty lead

Loren Falkenberg, PhD - Professor, Haskayne School of Business



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.

Support available

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.

Group registrations: Get a preferred rate when three or more people from your organization enroll.

Bundle discount: Receive a discounted rate when you enroll in two or more courses at the same time. Contact execed@haskayne.ucalgary.ca for the discount code.

Register online: haskayneexeced.ca

Register now

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