

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: Online

Commitment: 25 hours

Investment: \$2,325

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

*Program runs September - October 2021.
See next page for full program schedule.*

Learning Journey

During this online 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.

Program Schedule: September - October 2021*

DATE	LEARNING ACTIVITIES	FORMAT	COMMITMENT
	Program launch; virtual learning platform orientation	Online	
8-September	Program launch; Unit one: Foundations	Self-directed	5 hours
22-September	Day one: High performance negotiating live online	Virtual session	3 hours
29-September	Day two: High performance negotiating live online	Virtual session	3 hours
29-September	Unit two: integration and practice	Self-directed	6 hours
13-October	Day three: High performance negotiating live online	Virtual Session	3 hours
20-October	Day four: High performance negotiating live online	Virtual session	3 hours
20-October	Post program integration	Self-directed	

Live Online Sessions run from 9:00am to 12:00pm MST

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, four live interactive virtual 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

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.



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haskayneexeced.ca

Call 403.220.6600 for group registrations.

For more information on Executive Education
at Haskayne School of Business

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