



Skilled Negotiating

Negotiating in a daily practice – between suppliers, clients, colleagues, or external stakeholders. Negotiation isn't about winners or losers; it's about aligning resources appropriately and creating value. With the right strategies and frameworks, it is possible to achieve win-win outcomes.

The aim of this program is to develop your capability to build important business relationships and networks and to successfully navigate complex situations. 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 pitfalls that often sabotage negotiations. In addition, you will build your negotiation communication skills and experience through in-class simulations to practice concepts and understand how different individuals approach the same situation. You will leave confident in your ability to negotiate successfully.



UNIVERSITY OF CALGARY
HASKAYNE SCHOOL OF BUSINESS

Learning Objectives

Upon completion of this program, you will:

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

Who Will Benefit

This program is relevant to anyone who negotiates regularly but lacks an overall framework to support the negotiation process, including:

- 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

Dates: February 28 - April 4, 2023

Program Delivery: In-person

Commitment: 21 hours

Investment: \$2,195



Course Content

Date	Learning Activities	Format	Commitment
Feb 28, 2023	Program launch: virtual learning platform orientation	Online, synchronous	1 hour
Feb 28, 2023	Unit 1: Foundations: Negotiations framework, Value-Creation strategy, Preparation tools	Online, asynchronous	2 hours
Mar 7, 2023 8:30 am – 4:30 pm	Module 1: Implementing an Effective Strategy: Effective competitive tactics, Value-creation approaches, formal vs. informal dynamics, simulation	In-person, synchronous	7 hours
Mar 14, 2023	Unit 2: Preparation: Preparing for negotiations, Effective communications	Online, asynchronous	2 hours
Mar 21, 2023	Unit 3: Integration: Negotiating through power, use of persuasion	Online, asynchronous	2 hours
Apr 4, 2023 8:30 am – 4:30 pm	Module 2: Creating Value: Complex negotiations, managing difficult negotiators	In-person, synchronous	7 hours
Apr 4, 2023	Continuous integration of learning; post-program resources	Self-directed	N/A

Faculty



LOREN FALKENBERG, PHD

Professor, Haskayne School of Business

Loren Falkenberg has taught in 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 increasing the learners' ability to make risk-managed judgements.

Testimonials

"This program showed me that preparation is of paramount importance to a successful negotiation, which led me to contemplate the underlying and unknown factors in a negotiation."

High Performance Negotiating Program Participant, October 2020

"Loren delivers the content in an easy-to-understand way. Her use of a variety of examples really helps to underscore the concepts. Loren ensures that everyone understands the subject matter before moving on, leaves time for questions and is open to discussion and ideas."

Custom client, September 2021

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.

Register Now

Haskayne Executive Education

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