

Negotiating For Mutual Gains

Creating Win-Win Solutions in Your Organization

This course provides the first step to improving negotiation skills and giving one's organization a strategic and competitive edge. It offers a common set of proven frameworks and methodologies to help learners view negotiations differently. As teams work through activities, they'll have opportunities to think about, discuss and practice effective techniques for achieving better negotiation outcomes.

Learners will be asked to participate in several negotiation practice sessions and in virtual discussions with colleagues to learn as much from each other as from the faculty and moderator.

Developed in Partnership with



Learners will:

- Understand fundamental concepts of negotiating and bargaining
- Create a plan to better prepare for negotiations
- Use creativity to create value within a negotiation

Authors



Lawrence Susskind

Professor, Massachusetts Institute of Technology and Founder and Co-Founder of the Program on Negotiation at Harvard Law School



Hal Movius

Founder & President, Movius Consulting and Visiting Executive Lecturer, Darden Graduate School of Business, University of Virginia

Course Outline

WEEK 1

Core Concepts in Negotiating

- Tippley's Toys
- Optional – Psychological Traps
- Managing The Negotiator's Dilemma

WEEK 2

The Mutual Gains Approach to Negotiation

- Mutual Gains Approach & MGA Phase 1
- MGA Phases 2 & 3: Creating Value and Distributing Value
- Applying The Mutual Gains Approach: WorldMart
- MGA Phase 4: Follow Through

WEEK 3

Dealing with Complexity in Negotiations

- The Annual Negotiation: Dealing With a Tough Negotiator
- Managing the Inside-Outside Problem
- Applying the MGA: The Bedwell Negotiation