CHANGING THE GAME: Negotiation and Competitive Decision Making

Program Objectives
Changing the Game: Negotiation and Competitive Decision Making examines the core decision-making challenges that confront managers today. While exploring case discussions and negotiation simulations, you will audit your current intuitive decision-making and negotiation strategies and identify alternative approaches. You will leave the program with the dealmaking skills needed to achieve your personal goals and drive performance throughout your organization.

Curriculum
The curriculum examines four major areas: auditing decision-making skills, understanding the core elements of negotiation, managing complex competitive environments, and enhancing decision-making competencies across the organization.

Key topics include:
- Maximizing your mental acuity by learning the keys to more rational thinking and by identifying the barriers that keep you from optimal decision making
- Realizing better outcomes by preparing more appropriately, thinking more clearly about the other parties involved, and making the right moves
- Closing deals that create more value for all parties, while claiming the appropriate amount for your own side
- Using analytical decision-making approaches to craft both competitive and cooperative business strategies and to predict the outcomes of strategic interactions
- Testing and implementing new ideas that can improve decisions across the entire organization
- Achieving better results across the vast array of competitive environments that confront today’s executives

Participant Mix
This program serves a highly diverse, qualified group of executives, and also is appropriate for those who have taken prior negotiation courses. Participants represent a wide range of business titles and functions, and often are employed in fast-moving, dynamic industries, such as technology, consulting, investment banking, pharmaceutical, medical, and energy.

Anticipated Faculty
Max H. Bazerman (faculty chair), Francesca Gino, Deepak Malhotra, and Guhan Subramanian
WHY HARVARD BUSINESS SCHOOL?
This is where world leaders convene. At Harvard Business School, you will do more than prepare for the next step in your career. You will develop the worldview, strategic skills, and leadership capacity to master the complex global challenges that face your company today.

The Case Method, pioneered by Harvard Business School, is a proven tool for expanding your leadership capability and expertise. No other program puts you face to face with the faculty who wrote the cases and experienced the outcomes.

Our Global Curriculum integrates the best practices and cultural insights of the world’s top businesses. You will return with the latest strategies for achieving your company’s goals—and your career objectives.

A Diverse Group of Accomplished Peers will share their unique perspectives and life experiences. You will leave with a business network that spans functions, industries, and the globe.

Full-Time Harvard Business School Faculty members teach every course. Drawing on proven business expertise and field-based research, they will engage you in an unparalleled learning experience.

Admissions
Application Process – Please visit www.exed.hbs.edu for complete admission requirements and to apply online. The Admissions Committee meets monthly, and admits qualified candidates on a rolling, space-available basis. Early application is strongly encouraged.

Admission Requirements – Admission is selective and based on professional achievement and organizational responsibility. No formal educational requirements apply. Executive Education programs enhance the leadership capacity of the managers enrolled as well as their organizations, and HBS expects full commitment from both. While participants devote time and intellect to the learning experience, sponsoring organizations agree to relieve individuals of their work responsibilities during the program.

Program Fee – The program fee covers tuition, books, case materials, accommodations, and most meals. Payment is due within 30 days of the invoice date. If admission is within 30 days prior to the start of the program, payment is due upon receipt of the invoice. Cancellation policies are outlined in the information provided to applicants upon admission.

Connect With Us
For more information, please contact our Client Services team at:
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