STRATEGIC NEGOTIATIONS: Dealmaking for the Long Term
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Program Objectives
Strategic Negotiations focuses on powerful negotiating concepts and provides business leaders with vital bargaining tools. While examining cutting-edge research and extensive practical experience, you will explore a variety of cases across diverse industries and geographies. You will leave the program with innovative strategies and techniques that will maximize your ability to add value to every dealmaking encounter.

Curriculum
The curriculum is based on the powerful strategy of “3D negotiation.”

Key topics include:

- Achieving greater dealmaking effectiveness, especially when confronting hard bargainers and negotiating across borders
- Crafting deals that create maximum value for all parties on a long-term, sustainable basis
- Managing the tension between creating value jointly and claiming value individually
- Handling complexities, such as synchronizing internal and external negotiations; dealing with multiple parties, issues, and agendas; and negotiating with evolving time frames
- Learning to bring together the right players at the right time, while dealing with the right set of issues

Participant Mix
This program serves senior executives who face especially challenging negotiations, such as realigning corporate strategy, putting together an important deal, settling a major dispute, or managing multiple constituencies. Since many high-level negotiations involve complex financial analyses, participants must be familiar with basic finance and accounting, including present value calculations.

Anticipated Faculty
Francesca Gino, James K. Sebenius (faculty cochair), Guhan Subramanian, and Michael A. Wheeler (faculty cochair)
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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.

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.

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.

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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