

MASTERING NEGOTIATIONS

ESMT
BERLIN



Location

ESMT Berlin



Tuition fee*

€4,100



Language

English



Duration

3 days

November 13 - 15, 2024



Certificate

You receive a certificate upon completion of the program.

Postgraduate Diploma in Management

The program counts toward 3 of the 18 days necessary to receive the diploma.



esmt.berlin/execed/negotiation

Negotiate more effectively, successfully, and confidently

Do you want to level-up from an "experienced" negotiator into an "expert" one?

Mastering Negotiations aims to provide the conceptual framework for analyzing negotiations, so that you can identify the right approach and the best way to add value.

The program also equips you with the tools to navigate complex, multi-party, multi-issue negotiations.

In addition to this, it offers **an opportunity to practice new tactics and negotiation styles**, so that you can learn-by-doing in a way that would never be possible outside of the classroom.

Is this program for you?

This program is designed for accomplished professionals who frequently conduct negotiations within their firms as well as with outside parties.

Key topics

- Key principles and frameworks for negotiations
- Assessment and evaluation of offers
- Avoiding traps and mental biases
- Multiparty negotiations and team negotiations
- Coalition dynamics, creation of lasting alliances, and sustainable agreements
- Managing conflict in negotiations

Teaching methods

Interactive lectures

Negotiation simulations

Feedback from peers and faculty

Individual and group work

Plenary discussions

Mastering Negotiations

Day 1

- A conceptual framework for analyzing negotiations
- Negotiation efficiency and value creation
- Complexity and strategic flexibility

Day 2

- The psychology of negotiation
- Multiparty negotiations
- Coalition dynamics

Day 3

- Your personal negotiation style
- Dealing with conflicts

Key benefits

- ✔ Enhance your conceptual, strategic, and practical understanding of negotiation
- ✔ Refine your critical negotiation skills
- ✔ Gain a fundamental understanding of how to set up value-adding negotiation scenarios

Want to attend a German-language version of this course? Visit the page for [Souverän Verhandeln](#).

*For general terms and conditions and details on the application process, please go to: esmt.berlin/execed/gtc



Matt Mulford

Faculty

Matt Mulford

is a visiting lecturer at ESMT Berlin. His research interests include the psychology of judgment and decision making in interdependent interactions, negotiation analysis, experimental game theory, and experimental research design.

Andreas Bernhardt

is an executive development advisor and lead coach at ESMT Berlin. He is a founding member of ESMT's Center for Leadership Development Research. His current consulting and research interests focus on leadership development, executive coaching, HR management, and leading and coaching teams in tough times.

Contact

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ESMT means learning differently: from others, from experience, interactively in group exercises. Mastering Negotiations met all my expectations, with a professional preparation by the ESMT team and a group of qualified participants.

Marty-Joern Klein,
Director Institutional Clients,
Allianz Global Investors KAG

esmt.berlin/execed/open-programs