

Language: English

Program Outline:

- What is conflict?
- The dual-concern model for strategic choice during conflict.
- The structural change model of escalation.
- The basic concepts for negotiation:
 - Best alternative to a negotiated agreement (BATNA),
 - Zone of possible agreement (ZOPA),
 - Reservation prices, and
 - Aspiration prices.
- The elements of principled negotiation:
 - Disentangling the people from the problem,
 - Focusing on interests, not positions,
 - Inventing options for mutual gain, and
 - Insisting on using objective criteria.
- Principled negotiation versus positional bargaining.
- The value of package deals.
- How to negotiate with a hard bargainer.

Negotiation simulations and exercises, carried out in small groups, will be conducted throughout this course to illustrate the practical application of these concepts.

This program is designed for:

Professionals interested in developing their ability to wisely manage conflict and successfully negotiate mutually satisfying agreements in a business context.

Location:

Carnegie Mellon University in Qatar
September 29–October 1, 2015 from 8:00AM to 1:00PM

Course Program

Day 1: Tuesday, September 29, 2015

8:00–8:45AM	Registration & Networking
8:45–9:05AM	Welcome & Introduction David Emmanuel Gray, Ph.D. Assistant Teaching Professor, Philosophy Ben Collier, Ph.D. Assistant Teaching Professor, Business Administration Co-Director of Executive & Continuing Education
9:05–9:40AM	Negotiation Exercise
9:40–10:00AM	Break & Networking
10:00–10:50AM	Negotiation Debrief by Ben Collier
10:50–11:00AM	Break & Networking
11:00–11:45AM	Lecture by Ben Collier
11:45–12:00PM	Break & Networking

Day 2: Wednesday, September 30, 2015

8:00–8:45AM	Registration & Networking
8:45–9:40AM	Introduction & Lecture by David Emmanuel Gray
9:40–10:00AM	Break & Networking
10:00–10:50AM	Negotiation Exercise
10:50–11:00AM	Break & Networking
11:00–11:45AM	Negotiation Debrief by David Emmanuel Gray
11:45–12:00PM	Break & Networking

Day 3: Thursday, October 1, 2015

8:00–8:45AM	Registration & Networking
8:45–9:40AM	Introduction & Lecture by David Emmanuel Gray
9:40–10:00AM	Break & Networking
10:00–10:50AM	Negotiation Exercise
10:50–11:00AM	Break & Networking
11:00–11:45AM	Negotiation Debrief by Ben Collier
11:45–12:00PM	Break & Networking
12:00–12:10PM	Remarks by Dr. Ilker Baybars Dean & CEO, Carnegie Mellon University in Qatar
12:10–12:30PM	Certificates Presentation
12:30PM	Light Reception & End of Program