

Language: English

Program Outline:

- What is conflict?
- The dual-concern model for strategic choice during conflict.
- The basic concepts for negotiation:
 - Best alternative to a negotiated agreement (BATNA),
 - Zone of possible agreement (ZOPA),
 - Reservation prices,
 - Aspiration prices, and
 - First offers.
- 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 deal with difficult tactics and hard bargainers.

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
April 11–13, 2017 from 8:00AM to 1:00PM

Course Program

Day 1 (Distributive Negotiation): Tuesday, April 11, 2017

8:00–8:45AM	Registration & Networking
8:45–9:05AM	Welcome & Introduction David Emmanuel Gray, Ph.D. Assistant Teaching Professor, Philosophy Nazlı Turan Bhatia, Ph.D. Visiting Assistant Teaching Professor, Organizational Behavior
9:05–9:40AM	Negotiation Exercise
9:40–10:00AM	Break & Networking
10:00–10:50AM	Negotiation Debrief by Nazlı Turan Bhatia
10:50–11:00AM	Break & Networking
11:00–11:45AM	Distributive Negotiation & First Offers by Nazlı Turan Bhatia
11:45–12:00PM	Break & Networking

Day 2 (Integrative Negotiation): Wednesday, April 12, 2017

8:00–8:45AM	Registration & Networking
8:45–9:05AM	Introduction by David Emmanuel Gray
9:05–9:40AM	Negotiation Exercise
9:40–10:00AM	Break & Networking
10:00–10:50AM	Negotiation Debrief by David Emmanuel Gray
10:50–11:00AM	Break & Networking
11:00–11:45AM	Changing the Game from Competition to Cooperation by David Emmanuel Gray
11:45–12:00PM	Break & Networking

Day 3 (Managing Difficult Situations): Thursday, April 13, 2017

8:00–8:45AM	Registration & Networking
8:45–9:40AM	Difficult Tactics & Negotiation Jujitsu 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 Nazlı Turan Bhatia
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