

Co-organized by:

NEGOTIATION & LEADING ACROSS BOUNDARIES

OVERVIEW

We negotiate every day. We negotiate with our business partners, employees, landlords, spouses and even children or parents. Although people negotiate all the time, most engages in it without considering strategies that could play well to both one's own and both parties' advantages. In fact, research tells that about 60-65 percent of deals end with values left on the table.

There is a science to negotiation. Asia Leadership Institute provides the proven approach to achieving concrete results, best practices and strategies to give you a critical edge. An intensive simulation-based course led by a Harvard Kennedy School graduate and a scholar, provides an immersive, highly interactive program that opens your eyes to a new way of thinking about and conducting negotiation and mediation. You will learn how to develop and implement the right strategy, manage a negotiation team and remain agile and focused in a dynamic and evolving situation.

You will identify your negotiating strengths and the areas where you can improve. You will learn one-on-one and team-on-team negotiation skills, apply them in simulations and received individualized feedback on your performance. You will also learn the essentials of deal-making within and between departments and organizations, dispute resolution and negotiating in a global environment.

One of the highlights to this program is learning about how culture affects negotiators' interest and priorities, the strategies that they bring to negotiating table and the environments in which they negotiate. You will learn how to negotiate across cultures and mediate its process.

KEY OUTCOMES

- Improve your negotiation skills through challenging simulations and constructive feedback.
- To learn to develop a strategic plan for negotiation that takes cultural differences into account.
- Structure value-creating deals that involve multi-issue and multi-party
- Learn to prepare systematically for any type of negotiation: planning for negotiations, negotiating, and evaluating the negotiation process.
- To improve your analytical abilities for understanding the behavior of individuals, groups, and organizations in competitive situations in a global context.
- Resolve potentially unproductive, emotionally charged disputes.
- Practice negotiation alone, as part of a team and as an agent.

METHODOLOGY

Participants will engage in plenary sessions, interactive workshops, and case discussions with Teaching Fellows from Harvard University and other world-leading institutions. The program also serves as a forum for networking and small group discussion by participants in discussing some of the challenges they are facing or have faced.



WHO SHOULD ATTEND

This program is for Executive, Assistant Manager & Manager who aspire to:

- Learn methods to develop and even hone negotiation skills to improve performance and outcomes.
- Managers coordinating across functions, businesses and cultures.
- Entrepreneurs, start-ups, marketing and purchasing, educators and government administrators

PROGRAM INFORMATION

Duration: 3 days

Date: XXX

Venue: XXX

Investment: USD 1,500 or EUR 1,400

Registration closes on XXX

APPLICATION & FURTHER ENQUIRIES

Contact person: **Nasya Yong**

Email: nasya.yong@asialeadership.org

- Full attendance is required to receive the certificate of completion.
- The organizer reserves the right to alter the information published in the best interest of the program.
- Terms and conditions apply.

PERSONAL DATA PROTECTION ACT

CAL reserves the right to use photographs and videos taken during the program and names of participants for promotional purposes and reserves the right to change without prior notice any statement in the brochure concerning, but not limited to, rules, policies, fees and curriculum.