APRIL 15 · 8:30 AM TO 2:00 PM
AT LEHIGH UNIVERSITY

The Art and Science of Negotiation Course

We negotiate every day. Unfortunately, without the proper skills, we often settle for an outcome that is less than it could be or, we participate in a negotiation that leads to conflict.

To realize a successful outcome, negotiation not only recognizes the optimal solution, but also includes others agreeing to that solution and helping to implement it. The Lehigh University Executive Education approach to negotiation uses empirical research that gives us insight into the art and science of negotiation and teaches us how to build effective frameworks for successful negotiations.

Program attendees will examine the social psychology and economics of influence and delve into a complex negotiation involving interpersonal challenges. Experiential in nature, this course is about learning from successes and failures while building practical skills you can use every day. Attendees learn how to get more of what they want, how to influence without authority, and when it's wise to walk away.

Course cost $595 per person and includes all program materials and meals.