



## From the Office of Program on Negotiation at Harvard Law School

Thursday, October 14, 2010



### **Want to preserve your company's resources? Become a skilled negotiator**



Frank, the new office manager at an executive recruiting firm, was working out a contract with Kevin, the firm's regular paper supplier. Everything was going smoothly until Kevin said that he would have to charge a modest increase due to rising paper costs.

Frank balked, even though he had budgeted for the higher price, in a misguided effort to impress his bosses and look tough. He wasted an entire week with petty bickering and damaged his firm's relationship with Kevin. In the end, he agreed to the price hike.

A lack of skilled negotiating ability eats up money, time and resources. Moreover, it can take an emotional toll on colleagues, employees, maybe even family members. And it lowers respect for both sides.

Mastering constructive negotiation skills is at the heart of the Program on Negotiation for Senior Executives (PON) seminar. Negotiation experts from Harvard, MIT and Tufts share their knowledge of the latest thinking in this crucial discipline.

Attending the Program on Negotiation for Senior Executives does more than teach you vital negotiation skills. It shows you how to create value that others may not see. It teaches ways to prevent wasteful and costly bargaining. You'll become more persuasive and better able to "sell" your ideas to colleagues, managers, vendors, other negotiators, even family members.

The skills you learn at the PON seminar will serve you wherever you go. You'll possess a career-building, marketable set of techniques to draw upon -- taught to you by experts in negotiation.

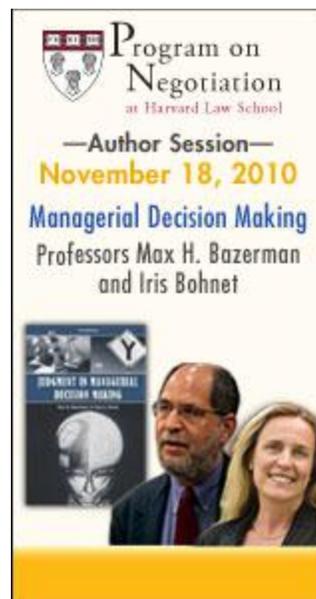
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### **Benefits of Attending the Program on Negotiation for Senior Executives**



Persuasive negotiating is key to success in life. When you attend the Program on Negotiation for Senior Executives, you'll walk away with advantages that you can apply immediately, including:

- Strategies for keeping your organizational costs down
- Establishing you and your company as fair but firm negotiating partners
- Minimizing conflict before it has a chance to explode
- Fostering mutual understanding that leads to better outcomes



## 2010/2011 Executive Education Program Calendar

PROGRAMS	2010 Nov.	2010 Dec.	2011 March	2011 April	2011 June
<u>Program on Negotiation for Senior Executives</u>	15-17	6-8	28-30	18-20	20-22
1-DAY AUTHOR SESSIONS	2010 Nov.	2010 Dec.	2011 March	2011 April	2011 June
<u>Managerial Decision Making</u> Professors Max Bazerman and Iris Bohnet Max Bazerman, author of <i>Judgment in Managerial Decision Making</i>	18				
<u>Deal Making and Negotiauctions</u> Professor Guhan Subramanian Author of <i>Negotiauctions</i>		9			
<u>Creating a World-Class Negotiating Organization</u> Professor Lawrence Susskind Author of <i>Built to Win</i>			31		
<u>Bargaining with the Devil</u> Professor Robert Mnookin Author of <i>Bargaining with the Devil</i>				21	
<u>Negotiating Better International Deals</u>					23

**Secrets for Negotiating with Government**



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**Program on  
Negotiation**  
at Harvard Law School

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Program on Negotiation, Harvard Law School  
Pound Hall 513 | 1563 Massachusetts Avenue | Cambridge, MA 02138

Customer Service: Call 1-201-445-4811 or e-mail [service@thelangfordsgroup.com](mailto:service@thelangfordsgroup.com).