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Thursday, December 2, 2010



How Negotiation Experts Build Trust Without Peril



When Anne was preparing to negotiate a new agreement with another company, she decided that transparency was the best policy. She was determined to build trust by being candid and forthright with her information.

On the day of the negotiation, Anne felt that she had established a good rapport with Judy, her counterpart at the other company. Things were going well until Anne revealed some "inside" news about her company, thinking that Judy would do the same. But Judy stayed silent. Instead, she used that news to leverage her position in the negotiation and gain the upper hand.

By the time Anne realized her poor judgment, she was forced to accept a weaker agreement for her company.

Finding the right way to establish trust without losing your advantage is an issue addressed in the Program on Negotiation for Senior Executives seminar. You'll learn methods that work from experts from Harvard, MIT and Tufts.

The Program on Negotiation for Senior Executives arms you with actionable knowledge. You'll discover practical ways to protect the interests of your organization and master constructive techniques for getting what you want more often.

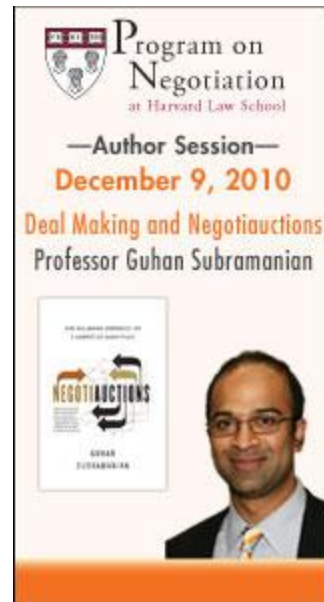
At the same time, you'll gain more respect for your management and leadership skills from colleagues and competitors alike.

Benefits of Attending the Program on Negotiation for Senior Executives



Uncovering new ways for defusing costly, even lethal, conflicts before they mushroom is a key benefit of smart negotiation. Attend the Program on Negotiation for Senior Executives and you'll walk away with that -- and much more:

- You'll identify situations within your organization that can be improved cost-effectively through negotiating.
- You'll defend your organization from unscrupulous practices and adversaries.
- You'll build more loyalty and consensus among your colleagues and fellow employees.
- You'll acquire a strategic set of marketable skills that you can take with you wherever you go.



2010/2011 Executive Education Program Calendar

PROGRAMS	2010 Dec.	2011 March	2011 April	2011 June
<u>Program on Negotiation for Senior Executives</u>	6-8	28-30	18-20	20-22
1-DAY AUTHOR SESSIONS	2010 Dec.	2011 March	2011 April	2011 June
<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> Professor Jeswald Salacuse Author of <i>The Global Negotiator</i> and <i>Seven Secrets for Negotiating with Government</i>				23



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Negotiation**
at Harvard Law School

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