LEADERSHIP

PROGRAM DATES
Nov. 16-19, 2015 // May 23-26, 2016

LOCATION
Ann Arbor, Michigan

FEE // $6,800
Includes:
• Tuition
• Living accommodations
• Instructional materials
• All breakfasts, lunches, and coffee/snack breaks
• Selected dinners

RESERVE YOUR PLACE
www.execed.bus.umich.edu/profile/register.aspx

LEARN MORE
www.execed.bus.umich.edu/negotiating

FOR QUESTIONS
734-763-1000
rossexeced@umich.edu

NEGOTIATING FOR POSITIVE RESULTS

Become the go-to person to create new business opportunities.

“Successful leaders know that negotiation is not a game of winners and losers – negotiations are opportunities for strategic conversations with a focus on generating value for all parties. Whether you are leading a high-stakes business transaction, an innovative project, or addressing conflict with colleagues, customers, or competitors, achieving positive desired outcomes for everyone requires collaboration in competitive business relationships.

In this lively, co-taught experiential program, you will develop a personalized approach for establishing your negotiation leadership. You will learn to apply innovative research-based negotiation techniques to secure sustainable, efficient, and favorable results in a global business context. By navigating cross-cultural nuances and emotional dynamics to develop trust swiftly, even in the most difficult situations, you will hone your ability to transform challenges into opportunities. You’ll emerge with deep personal insights, evidence-based tools, and a novel approach to leadership, recognizing possibilities in conversations where resources are negotiated.”
LEADERSHIP

TAKEAWAYS AND TOOLS
• Strategies to maintain presence and composure in challenging situations
• Tools to negotiate effectively across cultures, countries, or organizational divisions
• Skills to reveal hidden value and creative opportunities
• Techniques to promote positive relationships with diverse, critical stakeholders

PROGRAM HIGHLIGHTS
• A tailored sequence of negotiations will allow you to practice and hone new techniques and gain immediate feedback from faculty and peers.
• Guided assessments of your negotiations and their outcomes will enable you to develop new insight, expertise, and confidence in your skills.
• Benchmarking analyses will provide perspective into your collaborative and competitive strengths to develop your negotiation leadership.
• A strategic plan you’ll develop in class will help you apply new negotiation approaches to key internal and external business relationships.

WHO SHOULD ATTEND?
• Emerging leaders new to high-stakes conversations
• Experienced negotiators seeking new techniques for winning results
• Managers seeking to identify opportunities in daily business activities
• Leaders who negotiate across cultures, functions, levels, and sectors, whether they’re engaged in internal, B2B, or B2C transactions

Visit our website for more information:
www.execed.umich.edu
LEADERSHIP

PROGRAM IN FOCUS IN THIS PROGRAM, YOU'LL EXPLORE IN DETAIL:

The Foundations of Successful Negotiations
• Negotiating leadership
• The role of influence
• Inquiry and advocacy
• Working with colleagues, customers, and competitors

Maintaining Presence and Composure in Difficult Situations
• Straddling the transactional/relational divide
• The role of power
• Reading and responding to emotional cues
• Diffusing threats and dealing with tricks

Succeeding When the Deck is Stacked Against You
• When trust and rapport is not enough
• Balancing ambition and collaboration
• Present value and proprietary information
• Price-setting and concession strategy

Negotiation as a Creative Challenge
• Structured creativity
• Recognizing hidden value
• Bricolage before arbitrage

Complex Negotiations
• Maximizing joint gains
• Building swift trust
• Cooperating and competing simultaneously

Being a Cross-Culturally Competent Negotiator
• Culture: Obstacle and opportunity
• Cross-cultural communication patterns and information flow
• Moves and turns
• Dynamic coalitions

Developing Your Personalized Strategic Plan for Negotiating Leadership
• Benchmarking and strength-based approach
• Road mapping for sustainable positive results
• Negotiating excellence and long-term expertise

NEGOTIATING FOR POSITIVE RESULTS

Learn more about The Michigan Ross Experience
www.execed.bus.umich.edu/DuringYourStay/Default.aspx

MICHIGAN ROSS EXECUTIVE EDUCATION

Michigan Ross Open Enrollment programs deliver the latest research and teaching in practical terms. Executives across the globe work with Ross to develop new skills, new ways of thinking, and practical solutions for today’s dynamic economy. The University of Michigan has 100 graduate programs ranked in the top 10 in the U.S.

MICHIGAN ROSS: Top Ten Global Provider
– FINANCIAL TIMES
#2 in Leadership Development
– LEADERSHIP EXCELLENCE
#3 in Management
– US NEWS AND WORLD REPORT
# NEGOTIATING FOR POSITIVE RESULTS

## Program Outline

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<td>Entrée to a Successful Approach to Negotiating</td>
<td>When Trust &amp; Rapport is not Enough</td>
<td>Maximizing Joint Gains in Complex Negotiations</td>
<td>Being a Cross-Culturally Competent Negotiator</td>
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<td>• Negotiations as a Core Leadership Skill</td>
<td>• Beyond “Win-Win”: Balancing Ambition and Collaboration</td>
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<td>• Benchmarking &amp; Strength-Based Approach</td>
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<td>• Cooperating and Competing Simultaneously</td>
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<td>• Strategic Inquiry &amp; Advocacy with Colleagues, Customers, &amp; Competitors</td>
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<td>• Toward a Sophisticated Approach to Power</td>
<td>• Bricolage before Arbitrage</td>
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<td>• Mindfully Reading and Strategically Responding to Emotional Cues</td>
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<td>• Diffusing Threats and Dealing with Tricks</td>
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**Dynamic, interactive learning both in and out of the classroom**

Sessions include lectures with Ross’ top-ranked faculty coupled with:
- Simulations
- Group activities
- Development of personalized action plans
- Social events
- Cross-industry and cross-functional networking and collaboration

**NOTE**: This is a sample schedule. For questions // +1 734-763-1000 // rossexeced@umich.edu