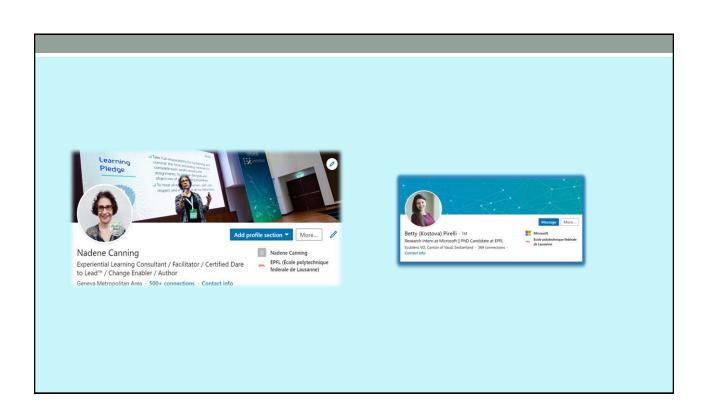
Negotiation Techniques

Negotiating Successfully Across Cultures



Master's in Management of Technology
Fall 2020
Nadene Canning





Learning Outcomes

Understand the Negotiation Process Be able to use 2 distinct approaches

Gain essential self Understand cultural differences effect on negotiation Four essential skill sets for courageous leadership and negotiation Learn how to stay engaged and have influence in tough conversations

Class Schedule 13:15 - 15:15

1. September 18	2. September 25		
3. October 9	4. October 16		5.October 30 MID-TERM
6. November 13		7. November 27	
8. December 4	9. December 11		

The main text book for this class

Essentials of Negotiation, 6th Ed. by Lewicki, R.J., Barry, R. & Saunders, D.M. McGraw-Hill Higher Education: New York, NY, 2016.

All of the materials that you need will either be posted on the **Moodle Platform.**

Go to http://moodle.epfl.ch/course/view.php?id=3311 enter the enrollment key: inter77.

If you intend to follow the course, please do this no later than the second class meeting.

Reading refer to the Syllabus pg.3

Negotiation Techniques

•September 18, 2020

Course Introduction / Learning Outcomes / Schedule / Evaluation / Participation

What is Negotiation?

Negotiation Scenario and debrief

Personal Performance Reflection Worksheet

Exploding Offers

Homework Assignment

Six Phase Model of Negotiation & Planning