

Negotiations Program- UCLA



UCLA's Negotiations Program is a 3-day program that targets high level administrators that use negotiations skills on a daily basis.

PROGRAM DATES: MAY 7-11 2012

DEPARTMENT: Mid-to-Senior Level University Administrators

APPLY NOW:

<http://www.anderson.ucla.edu/x34192.xml>

Applications are due by MARCH 26, 2012

PROGRAM OBJECTIVES

- Develop self-insight on negotiation skills.
- Learn to prepare for and effectively conduct negotiations.
- Learn to view negotiation as a learnable and improvable skill.
- Improve decision-making skills.
- Explore the following key topics: Distributive and integrative context identification and negotiation strategies, systematic and effective preparation for negotiation, overcoming basic decision-making biases, benefits of mutual gains negotiations, understanding negotiation through action, ethics and cross-cultural negotiations, and learning to manage group dynamics.

For more information visit: <http://www.anderson.ucla.edu/x34192.xml>