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# Negotiations

# Rotman

**#1** in Canada for  
**Open Enrolment**  
THE FINANCIAL TIMES 2019

Influence success. Create value.

**"I closed a deal that may have previously ended in an impasse by using a creative approach introduced by this program."**

**Brett Story**  
Co-Founder  
LoHi Merchant Bank, Denver

### Advance your negotiation skills.

At Rotman we believe the best way to learn is by doing. To develop your negotiation skills, the most effective method is a combination of hands-on practice in a safe environment combined with real world examples and feedback.

Rotman's Negotiations program will guide you through negotiation exercises and proven strategies to navigate complex situations so you can create value and enhance key relationships.

### Practical, applied learning.

In three days, we will accelerate the development of your negotiation skills through:

- Practice negotiations to evaluate different strategies
- Analyzing real cases for insights
- Self-assessments on personality, ethics, culture and strategic preferences
- Quantitative and qualitative feedback to sharpen your negotiating style, ethics and strategies at the bargaining table

### Sharpen your ability to maximize value.

Not only will you be able to take stock of your progress each day, you'll also receive a deeper understanding of your preconceptions, knowledge, skills and abilities in negotiating. By the end of the program you will be able to evaluate the success of a negotiation, optimize value, lead negotiating teams effectively, communicate and persuade, and influence success to create value for your organization.

### Who Should Attend?

- Experienced managers, executives and mid-level professionals that require skills in bargaining and persuasion
- Emerging leaders who want to increase their comfort-level in negotiations
- Experienced negotiators looking for new techniques

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#### A 3-day intensive

**Location:**  
Rotman School of Management,  
Toronto, Ontario, Canada

#### Fee:

\$5,950 CAD

The program fee includes tuition, all program materials and class day meals.

The fee does not include travel or accommodation.

#### Questions?

Contact our learning advisor at 416.978.8815 or [advisor@rotman.utoronto.ca](mailto:advisor@rotman.utoronto.ca)

#### Address:

Executive Programs  
Rotman School of Management  
149 College Street  
Toronto, Ontario M5T 1P5



Apply Online: [www.rotmanexecutive.com](http://www.rotmanexecutive.com)

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Program Schedule		
Day 1: Measure Success	Day 2: Increase Flexibility	Day 3: Manage People
→ Introduction to Negotiations	→ Listening	→ Insights Exchange
→ Distributive Bargaining	→ Complex Negotiations	→ Negotiating Ethics
→ Integrative Bargaining	→ Negotiator Self-Assessment	→ Dispute Resolution