

Negotiation Foundations: A Real-time Virtual Experience

Rotman

#1 in Canada for
Open Enrolment
THE FINANCIAL TIMES 2020

Influence success. Create value.

You negotiate all the time—whether it's with clients or partners, vendors or colleagues, leadership or new hires. Successful negotiators are equipped with self-awareness, preparation and practice. This special live virtual offering is packed with rapid fire case studies, individual, pair and group exercises.

Get proven strategies to navigate complex situations, create value, and enhance key relationships. We'll guide you from simple, everyday situations to complex scenarios through interactive simulations, extensive feedback and insights from real-world examples. You will also learn how to adapt your negotiation strategies to succeed in the remote work environment you're currently navigating because of the COVID-19 crisis.

Don't feel alone while you learn online.

We've designed this program to respect both the challenges of working from home while maintaining and building connections with a class of your peers across different industries and organizations. You'll still gain the networking and learning benefits of our in-class programs while learning from the comfort of your own home.

I need this program because:

- » I negotiate regularly but want to upgrade my skills
- » We make large purchases regularly but I worry we're not getting the best price or the most value.
- » I want to improve relationships with my key clients while still adding to my organization's bottom line.
- » I deal with difficult people and situations regularly and need to better manage these interactions.

Participant profile:

Any professional who uses negotiation in their career, including those in sales, representatives from professional associations, management, human resources, and operations and IT leaders; those who make purchases for their organizations, and those who want a leg up for their next salary negotiation.

Schedule:

Each day is 3.5 hours of class time including breaks.

Day 1

- » Introduction to negotiations

Day 2

- » Measuring success

Day 3

- » Building relationships

Day 4

- » Complex negotiations

**2-day hands on program over
four half-days**

Program Fee:
\$3,400 CAD + HST

Questions?

Contact our learning advisor
advisor@rotman.utoronto.ca

Address:

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

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Apply Online: www.rotmanexecutive.com