

# Rotman's Strategic Negotiations Program

Influence success. Create value.

a new way to think | it is possible

**Rotman**

#1 Canada's leading Executive Education provider in Open Enrolment Programs  
THE FINANCIAL TIMES 2015

Negotiation is the art and craft by which decisions are made, agreements reached and disputes resolved between two or more parties. While analytical skills are certainly helpful, you need a broad array of decision-making and interpersonal skills if you want to negotiate successfully in any situation.

**Location:**

Rotman School of Management,  
Toronto, Ontario, Canada

**Program Fee:**

\$4,950 + HST

Fee includes tuition, all program materials and meals.

**Program Overview**

Rotman's Strategic Negotiations Program is designed to help you identify, implement and sharpen your negotiation skills, enabling you to confidently and comfortably ensure a successful resolution to the conflicts, problems and disagreements you have to mediate in your daily interactions.

The experiential, hands-on approach makes each learning point more salient by providing you with shared examples that illustrate concepts, models and theories. Beginning with the fundamentals and starting with the simplest of negotiations (those involving two parties negotiating over one issue), negotiation exercises will increase in complexity by phasing in issues, risk, ethical considerations and team and multiple-party negotiations.



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## Program Focus

The program experience combines multiple modes of learning to accelerate the development of your negotiation skills.

- **Learning by doing:** engaging in negotiation exercises where you'll have the opportunity to negotiate with peers and explore how effective different strategies can be.
- **Learning by example:** being exposed to real-life events that offer instances of success and failure, using video and case studies.
- **Learning by self-insight:** making self-assessments designed to explore the role of personality, ethics and culture in your willingness to use particular strategies, and how well you respond to strategies used by others.

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## Key Takeaways:

Not only will you be able to take stock of your progress while actively taking part in negotiating with others, you'll also receive self-assessments to offer a deeper understanding of your preconceptions, knowledge, skills and abilities in negotiating.

By the end of this program you will be able to:

- Evaluate the success of a negotiation
- Optimize the value you can gain when bargaining
- Lead negotiating teams effectively
- Communicate and persuade at the bargaining table
- Influence success and create value in your organization

## Post-Program Webinar

This program includes a post-program webinar hosted by the Academic Director. During the webinar, you'll review the key program concepts and have an opportunity to discuss the implementation of the program tools beyond the classroom setting with faculty and program participants.

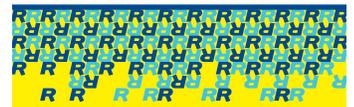
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## Why Rotman?

The University of Toronto's Rotman School of Management is located in downtown Toronto, home to the largest financial district in Canada and the third largest in North America. Situated in the heart of Canada's business capital, Rotman Executive Programs has unique access and insight into the best thinkers and practitioners in business today.

As part of the University of Toronto, one of the world's top 20 research universities, the Rotman School fosters a new way to think that enables our graduates to tackle today's global business challenges. Home to some of the most innovative research institutes in the world, Rotman boasts an impressive network of global partnerships in a variety of academic disciplines and with the corporate sector.

Executive Programs at the Rotman School of Management is committed to delivering programs for individuals and custom programs for organizations that influence organizational leaders worldwide. Rotman Executive Programs inspires and empowers leaders to develop the capacity to transform themselves, their organizations and their communities.



## Who Should Attend?

This course is designed to address the broad spectrum of negotiation challenges traditionally faced by today's executives. Participants from a wide range of industry backgrounds and all functional areas are encouraged to attend.

Professionals who will benefit from this program are:

- Senior managers in functional units such as marketing, consulting, financial services and entrepreneurship that require skills in bargaining and persuasion
- Emerging leaders who want to increase their comfort level when entering into negotiations
- Experienced negotiators looking for new techniques
- Leaders who are involved in complex multi-party, multi-issue negotiations

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## Find Out More:

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