

NEGOTIATION STRATEGY SPRINT: AI-ACCELERATED LEARNING



DURATION

6 Hours

Complete within 30 days

PRICE

\$1,750

FORMAT

Self-Paced Online

EXECUTIVE CERTIFICATE TRACK

Management and Leadership

Whether you are sealing high-stakes deals, resolving conflicts, or forging critical partnerships, mastering negotiation strategy is the key to achieving your goals. A complement to the *Negotiation Essentials Sprint*, this course is a deeper dive into more complex negotiations using a framework to prepare for, evaluate, and implement negotiations while exploring advanced topics such as psychological biases, structural complexity, and difficult tactics. Understand how to prepare for and navigate the complexity of multi-party negotiations. You will also receive immediate feedback that will help you improve upon previous negotiations with your sophisticated AI counterpart. Go back in time, change your strategy, and replay the negotiation. Review, reflect, and try again!

Inspired by Agile product development sprints, this course is the second of two negotiation Sprints designed and taught by MIT Sloan Professor Jared Curhan, who is world renowned for his research on the psychology of negotiation and conflict resolution and highly lauded for his application of novel technologies in the classroom.

Please visit our website for the most current information.

executive.mit.edu/nssspt

FACULTY*



Jared Curhan

*Please note, faculty may be subject to change.

TAKEAWAYS

By participating in this Business Sprint, you will gain the ability to:

- Develop strategies for efficient pre-negotiation preparation
- Recognize and resolve different kinds of barriers that occur frequently when negotiating
- Build a toolkit of strategies to respond to difficult situations without compromising your relationships
- Understand how to navigate the complexity of multi-party negotiations

WHO SHOULD ATTEND

This course is designed to help all levels of management realize more potential from negotiation—and leverage cutting-edge AI to help them do so. Powerful negotiators are valued at all levels of an organization. If your responsibilities include interacting in some shape or form with others, then this program is for you. This course should prove highly beneficial to past participants of Professor Curhan's other courses, but please note that there are no prerequisites and anyone is welcome to attend.



Inspired by Agile product development sprints, this course is an exciting combination of pedagogy and technology designed to help you rethink negotiation as a problem-solving tool.

CONTACT INFORMATION

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