

Program Schedule

NEGOTIATION: REACHING AGREEMENT ON YOUR TERMS

Presented by:

PAUL M. LISNEK, J.D., PH.D.

9:00 – 10:30 am	Introduction to the Art of Negotiation Levels of Negotiation: Need, Want, and Can Get Why Negotiators Must Think They Won When We Negotiate: Always Key Components Ego Control Principled Position
10:30 – 10:45 am	<i>Break</i>
10:45 – 12:15 pm	Negotiating with Credibility Interdependence in Negotiation How Negotiators Think Traits of A Good Negotiator To Settle, or Not to Settle
12:15 – 1:15 pm	<i>LUNCH</i>
1:15 – 2:45 pm	Practicing What Has Been Preached Negotiation Exercise Reviewing the Experience Where to Negotiate “Let's Negotiate Over the Telephone” “Put it in Writing, Please” Stages of Negotiation Styles of Negotiation: Competitive vs. Cooperative
2:45 – 3:00 pm	<i>Break</i>
3:00 – 4:30 pm	Selecting Appropriate Tactics You Don't Have to “Take it or Leave It!” Guarding Concessions Drafting Effective Agreements
