

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: Control, Principled Position Negotiating with Credibility Interdependence in Negotiation How Negotiators Think Traits of A Good Negotiator To Settle, or Not to Settle Styles of Negotiation: Competitive v. Cooperative Selecting Appropriate Negotiation Tactics
10:30 – 10:45 am	<i>Break</i>
10:45 – 11:30 am	Practicing What Has Been Preached Negotiation Exercise
11:30 – Noon	Reviewing the Experience and Final Q and A
Noon	Program Concludes