

Management Programs

Advanced Negotiation

Curriculum

Program Outline :

Module 1: Analyzing Interests and Goals

- 1. Introduction to Interest and Goal Analysis**
 - Core principles and concepts.
- 2. Techniques for Analyzing Interests and Goals**
 - Strategies for understanding multiple parties' interests and goals.
- 3. Interest and Goal Workshops**
 - Hands-on workshops to practice analysis techniques.

Module 2: Developing a Compelling Value Proposition

- 4. Introduction to Value Proposition Development**
 - Core principles and concepts of value propositions.
- 5. Strategies for Creating and Communicating Value Propositions**
 - Techniques for developing compelling value propositions.
- 6. Value Proposition Workshops**
 - Hands-on workshops to practice value proposition development.

Module 3: Negotiating and Closing Deals

- 7. Introduction to Negotiation and Deal-Making**

- Core principles and concepts of negotiation.

8. Skills for Negotiating and Closing Deals

- Techniques for effective deal-making.

9. Negotiation Workshops

- Hands-on workshops to practice negotiation skills.

Module 4: Managing and Resolving Conflicts

10. Introduction to Conflict Management

- Core principles and concepts of conflict management.

11. Techniques for Managing and Resolving Conflicts

- Strategies for resolving impasses and ethical dilemmas.

12. Conflict Management Workshops

- Hands-on workshops to practice conflict resolution techniques.

Module 5: Leveraging Data, Technology, and Psychology

13. Introduction to Data, Technology, and Psychology

- Core principles and concepts of leveraging data, technology, and psychology.

14. Enhancing Negotiation Performance

- Techniques for using data, technology, and psychology in negotiation.

15. Performance Enhancement Workshops

- Hands-on workshops to practice leveraging data, technology, and psychology.

Elective Modules

16. Data-Driven Decision Making in Negotiation

- Techniques for making decisions based on data and insights.

17. Risk Management in Negotiation

- Strategies for identifying and managing risks in negotiation.

18. Behavioral Decision Making in Negotiation

- Understanding human behavior in negotiation processes.

19. Ethical Negotiation

- Ensuring ethical standards in negotiation practices.

20. Collaborative Negotiation

- Techniques for effective collaboration in negotiation.

21. Advanced Conflict Resolution

- Managing and resolving complex conflicts in negotiation.

Websites:

- <https://chools.in/>
- <https://ramaqchools.com/>
- <https://www.choolsgroup.com/>