



Faculty Development Seminar
Negotiation Series

The Path to Negotiation

Wednesday, January 28, 2009

PART I - NEGOTIATION ESSENTIALS: The first half of this highly regarded session will focus on the structure of negotiation by reviewing a systematic approach on preparing to negotiate. A case study example will be used to guide the participants through this process. This interactive workshop to help you understand the barriers and strategies to successful negotiations.

PART II - DEALING WITH DIFFICULT TACTICS: The second half of this session is designed as one of a series of elective follow-ons to the Negotiation Essentials program. Participants will learn strategies on how to best handle negotiators who use difficult tactics, stonewalling, and hard-bargaining at the negotiation table. The session, a combination of lecture and live in-class demonstration, will equip participants with a menu of responses to increase the likelihood of producing a cooperative and value-creating outcome.

Guest Speaker:

Robert C. Bordone

Thaddeus R. Beal Assistant Clinical Professor of Law at Harvard Law School
Director of the Harvard Negotiation and Mediation Clinical Program

Time: 10:00 am - 2:00 pm

Location: Thier Conference Room

4 CMEs offered for this workshop. Please RSVP at cfd@partners.org or 724-0818 by Jan 9.