



Negotiation Mastery: Unlocking Value in the Real World



HBX is the digital learning initiative from Harvard Business School. HBX programs are designed to deliver a social, active, and case-based learning experience in a highly-engaging digital learning environment. Negotiation Mastery: Unlocking Value in the Real World prepares you to close deals that might otherwise be dead-locked, maximize value creation in agreements you reach, and resolve differences before they escalate into costly conflicts. This program emphasizes an understanding of both analytical tools and interpersonal techniques for dealing effectively with different bargaining styles and tactics.

SYLLABUS					
INTRODUCTION		<ul style="list-style-type: none"> • Introduction to a panel of expert negotiators, comprised of a wide range of expert practitioners and Harvard faculty members • Set goals and establish your negotiation preferences and skills through self-assessment exercises • Test your strategic skills set through a negotiation exercise 		SELF-ASSESSMENT	
MODULES		NEGOTIATION SIMULATIONS	SAMPLE EXERCISES	KEY TAKEAWAYS	
MODULE 1	Introduction to Negotiation Analysis: Finding the Zone of Possible Agreement	Bridport: Buying/Selling a Unique Property	<ul style="list-style-type: none"> • Ultimatum exercise • Bargaining power puzzle 	<ul style="list-style-type: none"> • Identify your walkaway • Manage the exchange of offers • Close the deal 	CONDUCT NEGOTIATION
					FEEDBACK
					EVALUATE PERFORMANCE
MODULE 2	Advanced Negotiation Analysis: Creating Value	Rijas and Vericampos: Negotiating a Long-Term Service Contract	<ul style="list-style-type: none"> • Launching a start-up 	<ul style="list-style-type: none"> • Generate value when there is uncommon ground • Manage situations under different and complex scenarios • Dig into the fundamental tension of creating and claiming value 	CONDUCT NEGOTIATION
					FEEDBACK
					SPARK CREATIVITY
MODULE 3	Managing the Negotiation Process: Bargaining Tactics, Style, and Emotion	Discount and Hawkins: Crafting Terms and Conditions	<ul style="list-style-type: none"> • Emotional preparation exercise 	<ul style="list-style-type: none"> • Examine the relational dimension of negotiation • Explore interpersonal dynamics, bargaining styles, tactics, and emotion 	CONDUCT NEGOTIATION
					FEEDBACK
					UNDERSTAND BARGAINING STYLES
MODULE 4	Negotiation Mastery: Forging Agreement within Groups and Organizations	The Job Offer: Building Relationships	<ul style="list-style-type: none"> • Internal workplace negotiation exercise • Self-advocacy exercise 	<ul style="list-style-type: none"> • Apply themes and issues from the course to real life scenarios • Negotiate effectively within groups and organizations 	CONDUCT NEGOTIATION
					FEEDBACK
					RESOLVE DISPUTES
CONCLUSION		Capstone Assignment: You will complete several short essay questions that will help you reflect on what you've learned throughout the course, and consider how you will utilize your new skills in future negotiations.		CAPSTONE ASSIGNMENT DUE	

COURSE TAKEAWAY:

Personalized Workbook: You will receive a personalized workbook that incorporates your self reflections, peer feedback, and learnings throughout the course.