



## CU DENVER BUSINESS SCHOOL **EXECUTIVE EDUCATION**

### **NEGOTIATIONS WORKSHOP**

Being a successful negotiator is both an art and science. This hands-on workshop will expand your managerial negotiation skills by mixing theory and practice, using role-playing exercises in which participants negotiate with each other. The exercises cover a range of negotiation contexts that provide the opportunity to develop and discuss effective strategies to attain better outcomes.

The workshop will highlight and break down the components of negotiation and provide a systematic approach to follow when preparing for any negotiation. You will also receive unique feedback which is not typically available in real life, such as how you performed in each negotiation simulation, relative to other people in your same role with the same constraints; how successful you were in maximizing the potential value in the negotiation; and how you were perceived by the other party with whom you negotiated. These sources of feedback are vital for honing and developing your skills and style.

Becoming the kind of negotiator who can generate win-win solutions and buy-in for ideas is critical in order to get solutions accepted and implemented by others in the workplace. And given that negotiations occur in so many aspects of life, your experience in this workshop should not only develop your professional skills but also improve your effectiveness in other life domains.

#### **Program Benefits and Takeaways**

**Expand your capabilities as a negotiator** and make better deals for yourself and your organization

**Prepare systematically** for any negotiation

**Structure value-creating deals** that involve multiple, complex issues

**Identify your tendency toward a particular negotiation style** and increase self-awareness

**Get to the underlying interests of others** in order to devise creative solutions

**Adjust your negotiation strategy** to the demands of the situation

Practice negotiating as a way to **expand on your existing skills**



**Dr. Kelly See**  
*PhD, Duke University*

Dr. See is a tenured Associate Professor of Management in the Business School at the University of Colorado Denver. She is an award-winning researcher and has extensive experience delivering interactive skill development courses to working professionals at CU Denver, New York University, the Wharton School, and Duke University. Prior to academia, she was a consultant and research analyst in Washington, DC.

**LEARN MORE  
& REGISTER**

[Roger.Japp@ucdenver.edu](mailto:Roger.Japp@ucdenver.edu)



# NEGOTIATIONS WORKSHOP

## In-Person Delivery

You will learn from the same experienced faculty who teach in our MBA degree programs.

This workshop will be offered on the CU Denver campus in the heart of downtown Denver with a limited number of participants to ensure maximum connection, engagement, and COVID-19 safety protocols.

*Negotiation is a skill that can make the difference between stalling and ascending in a professional career. Negotiating agreements and resolving disputes effectively are key aspects of managerial performance, and organizations simply cannot afford poor outcomes. Our world class faculty are uniquely positioned to deliver an impactful experience at the premier business education facility in downtown Denver.*

—**Scott Dawson**, Dean  
CU Denver Business School

## Who Should Attend

This is an open enrollment (non-degree) workshop designed for executives and other managers in private firms, government agencies, military, medical professions, or nonprofits who want to improve their negotiation performance and outcomes, as well as entrepreneurs and other professionals working in M&A, sales and marketing, HR, or who are managing talent as agents. Those who are transitioning into a role in which they will need these negotiation skills will also benefit.

All candidates must be able to understand written and spoken English, and to participate actively in negotiations and discussion in English.

## Program Fees

**\$2250.** Upon enrolling, you will receive an electronic packet of optional resources to enhance your experience in the workshop. University alumni and affiliates save \$200 - use promo code CU-ENW at checkout: [roger.japp@ucdenver.edu](mailto:roger.japp@ucdenver.edu).

## Schedule

### Prepare and implement a negotiation strategy

- Learn key terms and concepts
- Conduct simulation

*Lunch*

### Overcome barriers to making a deal

- Get to underlying interests
- Conduct simulation

Up to two hours of outside preparation time

### Leverage differences to create win-win agreements

- Practice advanced tactics
- Conduct simulation

*Lunch*

### Understand approaches to dispute resolution

- Conduct simulation
- Wrap Up

October

28

6-8 hours

October

29

6-8 hours

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