THE HIGH-IMPACT NEGOTIATOR

November 30 – December 1, 2020
December 13 – 14, 2021
ESMT Berlin

BOOST YOUR NEGOTIATION POWER
The High-Impact Negotiator is geared toward professionals who are confident in their conceptual understanding of negotiation strategies, and particular skills necessary to prepare for and carry out successful negotiations, yet see room for improvement. They seek to improve their negotiation styles to achieve more favorable outcomes in collective bargaining scenarios and wish to gain insight into how others perceive them during such situations. During two days of rigorous and intensive work sessions, participants contribute their own, real-life negotiation cases and discuss personal challenges they have faced on the negotiation table. Working in small groups on challenging role-based negotiation simulations, participants will receive feedback from faculty and professional coaches who observe the entire process. In this program, participants learn the consequences and effects of their behavior on negotiation partners. They gain a deeper understanding of their own style in dealing with conflicts and learn how to leverage it in strategically beneficial ways. Armed with these insights, participants will become better equipped to self-monitor and adjust their behavior for future negotiation success.

**TOPICS INCLUDE**

- Assessment of negotiation styles, conflict resolution styles
- Analysis of personal challenges on the negotiation table
- Controlled simulation of actual negotiation cases contributed by participants
- Intensive coaching on negotiation strategy, behavior, and style in different scenarios
- Evaluation of individual conflict-resolution styles; input on dealing with conflicts during negotiations

**METHODS**

Business cases, videos, lectures, discussions with peers and faculty, group work, and plenary discussions.

**KEY BENEFITS**

Gain a deeper understanding of the prevalent behavioral patterns that contribute to an undermined position at the negotiation table while exploring alternative behaviors to employ in fine-tuning your negotiation skills. All ESMT programs are practice-oriented, which means that you benefit from the current state of research in business today – research that can be implemented into practice once you return to your organization.

Participants will benefit the most from this program if they have completed the basic negotiation training Negotiation Mastery. A 10% price reduction on the tuition fee is granted if participants book the basic and intensive programs.
FACULTY

ANDREAS BERNHARDT
is executive development advisor and lead coach at ESMT Berlin in Germany, founding member of ESMT’s Center for Leadership Development Research, and manages ESMT’s network of executive coaches. He has over 20 years of practical leadership development experience with executives from more than 50 countries and has designed and delivered executive programs for various international companies. He teaches and coaches in the areas of Leadership, Organizational Behavior, Coaching, Negotiations and Change in MBA, Executive MBA, open enrollment, and company specific executive programs.

MARK YOUNG
is a visiting lecturer at ESMT Berlin and an independent author, trainer and consultant with many years’ practical and academic experience in the area of negotiation, mediation and conflict management skills. He has formerly worked as a corporate lending officer at Chase Manhattan Bank, a strategic consultant at McKinsey & Company, a partner at Price Waterhouse Corporate Finance and a trade negotiator in the US Department of Commerce. Mark’s focus is on ethics, decision making and negotiations.

NAN GUO (PROGRAM DIRECTOR)
is a program director at ESMT Berlin and among other things, in charge of the conception and delivery of ESMT’s executive education programs on negotiations. Before joining ESMT, she has held various manager positions at German companies of different sectors and sizes. She has rich experience in building high-performance multi-cultural teams and preparing organizations for market expansion. Her recent projects include executive education programs on mastering negotiations, market entry and global leadership development delivered for clients from China, Germany, Ireland etc. Her focus is to help executives develop the global perspective, build and lead multicultural teams and succeed in international markets, especially in China.

Very diverse and insightful.

Good atmosphere, interesting people, top coaches, good preparation.

Great learning experience, helps to get a better insight.

Very good ratio between input and practical experience.

Participant statements
(2018 cycle)

Best training experience in my professional life! I am extremely grateful.

Juan Tito,
Sales Director,
Siemens AG
The Postgraduate Diploma in Management is a university-level certificate offered by ESMT Berlin. To acquire this diploma, candidates have to enroll for a minimum of 18 program days spread over a period of 30 months. The postgraduate syllabus covers all major topics on leadership and general management.

We have further divided the course of study into three tracks: Leadership and Social Responsibility, Managing Technology, and General Management. The tracks allow participants to customize their course of study to suit their personal needs.

The programs have been designed – and will be led – by ESMT faculty members and ESMT visiting faculty, who will advise participants throughout their studies. Programs are offered in both German and English.

Tuition fees vary, depending on the number of programs participants choose.

The High-Impact Negotiator is part of the cluster Core Competencies and counts toward 2 of the 18 days necessary to gain the diploma.

TUITION: €2,900*

Tuition fee includes program attendance, all materials (usually in electronic form), any online access and the certificate of attendance. Travel costs and a daily delegate fee are not included.

*Program prices are net prices. Value-added tax will be added where it is legally required. Deductions for items such as banking fees, withholding taxes, or cash discounts for prompt payment are not possible. According to Art. 132 (1) i of the Council Directive 2006/112/EC of 28 November 2006 on the common system of value added tax, this service is exempt from VAT.

For general terms and conditions, and details on the application process please go to: execed.esmt.berlin/gtc

CONTACT US

Our admissions team office will be glad to answer any questions you might have regarding this program.

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