# NEGOTIATION SKILLS FOR EFFECTIVE MANAGERS

***Sample Schedule****

| | Day 1 | Day 2 |
|---|---|---|
| **Morning** | • Self-assessment Forms *(distributed and filled out)*<br>• Why So Many People Think They Are Bad Negotiators; Mistakes in Assessing Our Own Effectiveness<br>• Characteristics of Effective Negotiators<br>• Opening Tips for Negotiators<br>• *Carolina Blue Tree*: Opening Icebreaker Exercise<br>• Negotiator's Dilemma: Should I Disclose or Shouldn't I?<br>• Principled Negotiation<br>• How to Plan a Negotiation<br>• *Falls Hall* Case | • Self-assessment Result<br>• Lies and Deception in Negotiation<br>• *Jones v. Acme Credit* Case<br>• Negotiation Tricks and Techniques |
| **Afternoon** | Lunch | Lunch |
| | • Power Issues in Negotiation<br>• *Showdown at Dry Gulch* Case<br>• Persuasion in Negotiation<br>• Emotions in Negotiation | • International Negotiation Issues<br>• *Debbie Dunker* Case<br>• Closing Advice |

*This is a sample schedule. Seminar content may change and the above may not include all areas of discussion.
If you have questions regarding content, please contact 1-800-UNC-EXEC.

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