



Sacred Heart UNIVERSITY

JACK WELCH COLLEGE OF BUSINESS

Luxembourg

THE SMART NEGOTIATOR FIGHT LESS & MAKE BETTER DEALS

You negotiate every day. Your negotiation skills determine what time you go for lunch with colleagues, when to have a department meeting, your salary and compensation, your portfolio of responsibilities, the terms of an acquisition or the strategy of your company. How other people feel when negotiating with you also has a significant impact on the quality of your future relationships. In summary, your negotiation skills are a key factor for individual and organizational success.

This course is designed for managers who have the analytical skills to discover optimal solutions to business challenges seeking to further develop their negotiation skills to get these solutions better accepted and implemented.

SEMINAR LEARNING OBJECTIVES

- ✓ Become a more knowledgeable negotiator
 - Understand the thoughts and feelings of yourself and others in negotiations
 - Develop a toolbox of effective negotiation principles based on scientific research and practice
- ✓ Become a more effective negotiator
 - Learn how to apply the toolbox of principles to improve your negotiation skills, processes, and outcomes
 - Explore your talent, skills, strengths and shortcomings as a negotiator in specific situations in a safe setting
- ✓ Become a more reflective negotiator
 - Practice the routine of continually monitoring yourself and others in negotiations
 - Analyse past negotiations to become more effective in future negotiations

COURSE DURATION: 4 SESSIONS OF 3 HOURS EACH
DATES: OCTOBER 10TH, 12TH, 17TH, 19TH 2017
PRICE: € 950
€ 600 FOR ALUMNUS

PRESENTER PROFILE

Dr. Marcus B. Müller is a full-time Professor of Management at the Jack Welch College of Business at Sacred Heart University in Luxembourg. He teaches courses in leadership, organizational psychology, negotiations as well as management. During his 16 year professional career in the world of global finance he negotiated several billion worth of transactions in fields such as corporate finance, asset finance, mergers & acquisitions, venture capital and private equity. His research focuses on performance, motivation, health and well-being.