

Negotiations and Influence

Explore the intricate world of negotiation through a blend of theoretical knowledge and practical applications. From mastering persuasion and communication skills to navigating cultural nuances and managing conflicts, this program covers it all. Gain insights into negotiation psychology, tactics, and strategies, empowering you to approach any negotiation with confidence and integrity.

\$1,500 | 2 days | in person or online



Program benefits

- Learn proven tools and techniques to prepare for any negotiation.
- Gain insights into human behavior to influence decisions, manage emotions, and build rapport for successful negotiations.
- Approach ethical dilemmas with confidence and integrity, making decisions that align with your values.
- Explore strategic negotiation practices to contribute to your organization's competitive edge.

Featured topics

small group discussions, and interactive sessions to cover the following topics:



Negotiation Tactics and Strategies



Understanding Negotiation Psychology



Negotiation Fundamentals



Managing Difficult Conversations and Conflicts

Thunderbird School of Global Management

ranks #4 in the **U.S.**
and **#20** worldwide for
executive education
custom programs

ASU ahead of the University of Oxford
and the University of Cambridge
— Financial Times Executive Education rankings, 2023

Scan for dates
and locations



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