

Negotiation Dynamics

Advanced techniques for improved results

Negotiations have a direct and measurable impact on profits. **Negotiation Dynamics** is an intensive and hands-on workshop to sharpen your negotiation skills:

Learning by Doing

The best way to learn about negotiation is to negotiate. Gain invaluable experience by engaging in a broad range of face-to-face negotiations.

Real Life Cases

All the material, cases and role-plays are based on real life negotiations. Examples and anecdotes are drawn from thirty years of negotiating experience.

Practical Skills

Particular emphasis is given to negotiation practice, captured by the experience of negotiation professionals throughout the world.

How you will benefit

- Master price negotiations
- Structure complex package deals
- Identify opportunities to create value
- Avoid arguments
- Maintain composure under pressure
- Manage long-term business relations

“I would recommend the course to experienced negotiators. It provided some interesting alternative ways of approaching negotiation”

– Director of Business Development
Kayak Software Corporation
United Kingdom

	3 days
	€3800
	Professional Skills
	English
	4.5/5
	24 – 26 October 2016 11 – 13 April 2017

Faculty

Ingemar Dierickx holds a PhD (Business Economics) from Harvard University and an MBA from the Harvard Business School, where he was a Baker Scholar. He also holds law degrees from the Harvard Law School (LL.M.) and the Rijksuniversiteit Gent (Lic.Jur.)

He was Professor of Negotiation Analysis at INSEAD for nearly twenty-five years and subsequently joined The Moscow School of Management (Skolkovo) until 2010. Prior to joining INSEAD, he worked at the Division of Research, Harvard Business School and with Professor Schelling (2005 Nobel laureate, Economics) at Harvard University.

For nearly three decades, he has advised clients in a broad range of industries. As a negotiator, he has represented the interests of high net worth individuals, entrepreneurs and corporate clients.



This program is eligible for **18 CE credit hours** as granted by CFA Institute.

Program Content

Price Negotiations – Concepts and Tactics

- Diagnosis and preparation
- The Twin Pillars of Bargaining Power: Alternatives and Information
- Opening offers
- Concession patterns
- Focal points and commitment
- Closing the deal

Package Deals – Defining the Optimal ‘Architecture’ of Complex Agreements

- Creating a negotiable agenda
- Homans’ Law
- Salami slicing
- Evaluating tradeoffs: ‘Efficiency Ratios’
- Exploring options
- Using MESOS

Breaking Deadlock – A Process Perspective

- Aggressive Negotiating Challenges
 - Stand-offs, stalling tactics and waiting games
 - Conflict escalation: structural characteristics and psychological dynamics
- Changing the Structure of the Problem: ‘The Issue is Never the Issue’
- A Process Perspective on Breaking Deadlock: The Method of the ‘Five A’s’

Negotiating Deals in an Uncertain Environment

- The challenges of negotiating long-term contracts in an uncertain environment
- Identifying opportunities to create value
 - Playing on differences between negotiating partners to create value
 - Creating ‘expected’ value: opportunities and limits
- Competition: Playing on differences to lock in sustainable competitive advantage

Mastering the Process Fundamentals

- Retaining composure under pressure
- Maintaining a constructive negotiating atmosphere
- Making proposals: effective and ineffective language
- Handling tough questions
- Spotting lies – and knowing how to deal with them

Asymmetric Information: When Parties Have Totally Different Views of the World

- Gaining Personal Credibility: a Process Perspective
- Using Proposals to Overcome the Credibility Gap: Signaling and Screening
- Promises and Threats
- The Negotiation Time Frame
- Winning the ‘Battle for Mind Space’

Enrolling & Practical Information

Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their companies. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

How to enroll

Enrollment applications are available via www.aif.nl. There is no closing date for enrollment although it is advisable to enroll early as places are limited. General Terms & Conditions of enrollment are available via www.aif.nl

Program calendar

Program dates and information about all AIF programs are available at www.aif.nl or by contacting AIF directly.

Accommodation

AIF has special reduced rates available for participants at nearby hotels.

Program location

All AIF programs take place at AIF's premises in the center of Amsterdam. AIF's premises are easily accessible by public transport and car and are a 30-minute drive from Schiphol international airport and a 5-minute walk from Amsterdam's central train station.

Program fees

Program fees include all the comprehensive program materials, books, and software that are required per program, as well as daily luncheons. Accommodation is not included.

As an educational and not-for-profit foundation, AIF is exempt from charging VAT. For clients located within the Netherlands, the AIF program fee is exempt from VAT. For other EU and all non-EU clients, VAT may be due by client to the tax authority.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete an AIF Open Enrollment or In-Company program.

About Amsterdam Institute of Finance

AIF is a global financial education and innovation institute headquartered in Amsterdam. Through our programs (open enrollment and in-company) we connect ambitious professionals with the best minds in finance. Taking part in one of our programs or events is a direct investment in your personal future. Joining the AIF alumni network means connecting with the world's leading financial experts, in addition to professionals from more than 1200 organizations. Together with them we endeavor to impact your career and shape the future of finance.

This is what makes AIF and the AIF experience unique:

- We believe in responsible and sustainable finance
- AIF is a not-for-profit foundation which allows us to independently select our faculty from the world's leading business schools (such as INSEAD, NYU Stern, Berkeley, etc.) and other institutions
- Our clients, rather than profits, come first for us
- AIF delivers top quality. Our alumni give our faculty an average rating of 4.6 out of 5.0
- Enrollment in one of our programs means you become part of the AIF network which connects you to professionals in more than 110 countries
- Our programs are applicable to daily practice and prepare you for the future of finance.

CONTACT US

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