



Negotiation Strategies: Building Agreement Across Boundaries

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 **Online**

 **On Campus**

Session Date:

April 27, 2025 - May 02, 2025

Application

Deadline:

March 03, 2025

Program Fee:

\$10,500

REQUEST

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Faculty Chair:

Kessely Hong
(/faculty/kessely-hong)
Brian Mandell
(/faculty/brian-mandell)

Program Director:

Daniel Abar
(mailto:daniel_abar@hks.harvard.edu)

AP

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Program Fee: The program fee includes tuition, housing, curricular materials and most meals.

Executive Certificate: This program is a core program in the Public Leadership concentration. This program can also be used as a third program for any concentration in the Executive Certificate (/education/executive-education/admissions-fees/executive-certificates) series.

Executive Core Qualifications (ECQs): This program aligns with one or more [Executive Core Qualifications \(/education/executive-education/admissions-fees/executive-core-qualifications\)](/education/executive-education/admissions-fees/executive-core-qualifications).

Program Overview

The key to mastering negotiation skills for leaders is to be proactive, not reactive. Your ability to frame the parameters at the outset of each negotiation is critical to success.

To achieve this, however, you must fully understand the context and unique circumstances—including cultural differences and organizational dynamics—surrounding each negotiation before it begins, and apply advanced negotiation tactics.

Negotiation Strategies: Building Agreement Across Boundaries from Harvard Kennedy School Executive Education is designed specifically to give you these vital abilities. Through this one-week executive negotiation program, you will master the strategic, analytic, and communication skills you need to negotiate effectively. And as an organizational leader, you will acquire the tools and frameworks to diagnose problems, build winning coalitions, and craft robust agreements, enhancing your negotiation confidence.

PROGRAM CURRICULUM

Developed and led by Harvard Kennedy School faculty, *Negotiation Strategies: Building Agreement Across Boundaries* equips senior leaders like you to excel in negotiation.

This program also features the case-study method that Harvard pioneered, so you will explore real-world situations that mirror the kinds of negotiations you face every day, enhancing your conflict resolution training.

LEARNING OBJECTIVES

It's 1 Week



1
Hour Onboarding
Session the Week Prior

3 - 4
Faculty Sessions
Daily



Daily Networking
Opportunities

3 - 4
Hours Self-Directed
Work Pre-Program



1
Hour Daily Readings

Schedule for online program

The Negotiation Strategies: Building Agreement Across Boundaries

curriculum focuses on:

- Shaping the agenda for strategic action in the face of resistance and uncertainty by applying advanced negotiation tactics.
- Cultivating relationships to build coalitions and negotiate effectively.
- Leveraging negotiation techniques for executives to influence outcomes.
- Identifying influential players to anticipate barriers to and opportunities for negotiated agreements, enhancing your effective communication skills.
- Framing persuasive arguments and alternatives to create added value and build negotiation confidence.
- Shifting the balance of forces within and across organizations to build momentum through effective negotiation strategies.

- Initiating strategic moves at and away from the table to change the dynamic and improve negotiation outcomes.
- Assessing negotiation outcomes with a view toward improving future performance and mastering negotiation skills for leaders.