

Executive Programs Harvard Law School The Program on NEGOTIATION



Delivered by Expert Facilitator: Professor Guhan Subramanian,
Professor of Law and Business at Harvard Law School



Program overview

The Program on Negotiation at Harvard Law School has developed a powerful, practical and efficient approach that will improve your negotiation performance. The approach is called “mutual gains negotiation”.

The mutual gains framework combines the successful strategies of experienced negotiators with proven theory to help you: prepare for negotiations more effectively, focus on problems and not on personalities, avoid “win-lose” situations, and deal well with those who play outside the rules.

What steps can you take to achieve better outcomes in your negotiations with business partners, clients, vendors, peers, investors or employees? In situations where your skill as a negotiator may be the difference between success and failure for you and your organization, how can you improve your ability to: influence the behaviour of the other side, make better deals by creating better options, and walk away with more?

Key benefits

You will be able to apply the concepts you learn and facilitate: improved working relationships, enhanced organisational effectiveness, enhanced personal effectiveness making better deals breaking through standoffs stalemates and deadlocks upon successful completion; participants will receive a certificate of completion from The Program on Negotiation at Harvard Law School, Harvard University.

Who should attend

Chief Executive Officers, Chief Financial Officers, Managing Directors & General Managers, Business Development Manager, Principals, Partner, Senior Associates, Sales & Marketing Directors, HR Directors, In-house/Corporate Counsel.

Program outline

Day One Thursday, 4th June 2009

8.30am	Registration
9.00am	Introduction and Core Concepts in Negotiation Analysis
9.30-10.30am	<ul style="list-style-type: none"> Claiming Value in Negotiation A Negotiation Exercise Negotiation Exercise Review
10.30am	Morning tea
11.45am-1:00pm	<ul style="list-style-type: none"> Effective Strategies for Claiming Value Fostering a Problem-Solving Approach to Negotiation A Negotiation Exercise
1.00pm	Lunch and read afternoon assignment
2.15-4.15pm	<ul style="list-style-type: none"> Effective Preparation – Learn a Systematic Framework Creating and Claiming Value A Negotiation Exercise
4.15pm	Afternoon tea and Results Tabulation
4.30-5.30pm	<ul style="list-style-type: none"> The Art & Science of Negotiation Analysis of negotiation exercise Managing behind the table negotiations
5.30pm	End of Day One

Day Two Friday, 5th June 2009

8.30am	Registration
9.00-10.30am	<ul style="list-style-type: none"> Multi-Party Negotiations: Core Principles of Coalitional Dynamics A Negotiation Exercise
10.30am	Morning tea
11.00am-1.00pm	<ul style="list-style-type: none"> Build a Winning Coalition Negotiation Exercise Review Competitive Bidding Situations: Playing Effectively in Auctions and Negotiauctions
1:00pm	Lunch
2.00-3.30pm	<ul style="list-style-type: none"> Strategies for Persuasion and Influence A Negotiation Exercise
3.30pm	Afternoon tea
3.45-5.00pm	<ul style="list-style-type: none"> Putting it all together Case Study Exercise on Internal Negotiations
5.00pm	End of program

Sydney
04/06/09 - 05/06/09
Sydney CBD

Due to the interactive nature of this program, limited seats are available. Register early to avoid disappointment.

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About the Program on Negotiation at Harvard Law School

The Program on Negotiation (PON) serves a unique role in the world negotiation community. is a dynamic, interdisciplinary research center dedicated to improving the theory and practice of negotiation and dispute resolution, PON draws from numerous fields of study, including law, business, government, psychology, economics, anthropology, the arts, and education.

Founded in 1983 and based at Harvard Law School, PON is a consortium of scholars and associates from Harvard University, Massachusetts Institute of Technology, Tufts University, and other Boston-area schools. In all its projects and activities, PON focuses on creating innovative ways to encourage new thinking in negotiation theory, help prepare graduates to assume leadership roles in the world community, and increase public awareness of successful negotiation processes.

Program faculty



Prof. Guhan Subramanian

Guhan Subramanian is the Joseph Flom Professor of Law and Business at the Harvard Law School and the Douglas Weaver Professor of Business Law at the Harvard Business School. He is the first person to hold tenured appointments at both HLS and HBS. At HLS he teaches courses in negotiations and corporate law. At HBS he teaches courses in the MBA program as well as several executive education programs, such as Making Corporate Boards More Effective, Strategic Negotiations, and Changing the Game. He is the faculty chair for the JD/MBA program at Harvard University and a member of the Executive Committee of the Program on Negotiation at Harvard Law School.

Prior to joining the Harvard faculty he spent three years at McKinsey & Company in their New York, Boston, and Washington, D.C. offices. Professor Subramanian's research explores topics in negotiations, corporate dealmaking, and corporate governance. He has published articles in the Stanford Law Review, the Yale Law Journal, the Harvard Law Review, and the Journal of Legal Studies, among other places. He is also a co-author of Commentaries and Cases on the Law of Business Organisation, a leading textbook on corporate law. His work has been featured in the Wall Street Journal's "Heard on the Street" column, the New York Times, the American Lawyer, The Daily Deal, and Corporate Control Alert. He has been involved in recent public-company deals such as Oracle's \$10.3 billion hostile takeover bid for PeopleSoft; Cox Enterprises' \$8.9 billion freeze-out of the minority shareholders in Cox Communications; and the \$6.6 billion leveraged buyout of Toys "R" Us. He also advises individuals, boards of directors, and management teams on issues of dealmaking and corporate governance. Professor Subramanian holds an A.B. in Economics (magna cum laude) from Harvard College, where he was elected to Phi Beta Kappa; an M.B.A. from Harvard Business School; and a J.D. from Harvard Law School (magna cum laude), where he was an editor of the Harvard Law Review and a winner of the Ames Moot Court Competition. He is formerly a Fellow of the Harvard Negotiation Research Project and an Olin Fellow for research in law and economics, both at Harvard Law School. He is a member of the New York Bar Association and the American Law & Economics Association.

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