

Successful Negotiation According to the Harvard Strategy

Objective

Negotiations are an integral part of our lives and a basic way of getting what we want from the other person. We negotiate with colleagues about the distribution of work, with superiors about the approval of research stays, salaries and promotion opportunities.

The Harvard approach is a results-oriented negotiation strategy that emphasizes mutual benefit and the development of long-term relationships, ideally based on partnership. Participants learn methods that enable them to achieve a win-win result for all negotiating parties on the factual and argumentative level. On the emotional level, the focus is on long-term relationship maintenance, since one usually negotiates more frequently with the same negotiating partners.

Description

The focus is on the development of a negotiation strategy as well as on the application of negotiation techniques and is therefore practice-oriented. For this reason, it is advantageous if the participants develop the contents on their own cases. A more in-depth theoretical discussion can take place in self-study with the help of the literature references.

This workshop consist of individual coaching sessions of 2 hours in German or English. During this session participants can work on their individual topics, e.g.

- Negotiating working hours, (additional) work packages, salary, demanding supervision
- Explore negotiation leeway
- Formulate demands without appearing too demanding
- Stand firm & confident in negotiations
- Negotiating with different project partners and stakeholders

After the individual consultation, participants will be able to

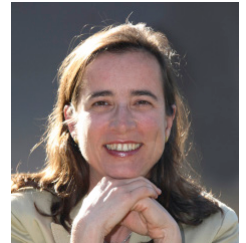
- distinguish positions from interests and represent their own interests with steadfastness,
- design a negotiation strategy that enables win-win results,
- deal constructively with objections and convince with arguments,
- set up and manage a negotiation meeting professionally.

The coaching sessions can be held in German or English. You will receive further information with the registration confirmation.

Organizational Information

Language	English
Target group	Advanced Doctoral Candidates and Postdocs form all faculties
Date	Monday, 26 April 2021 & Wednesday-Friday, 28-30 April 2021, 8:30 – 12:45 2 hours individual coaching sessions. Appointments are assigned in advance via Doodle.
Registration	For registration click here

Trainer



PD Dr. Angelina Topan
Institut für
Personalentwicklung und
Coaching, Freiburg

- Habilitation in political science
- Certified trainer and coach

Areas of specialization

- Leadership training
- Coaching
- Personnel development