Negotiation Mastery prepares you to close deals that might otherwise be dead-locked, maximize value creation in agreements you reach, and resolve differences before they escalate into costly conflicts. This program emphasizes an understanding of both analytical tools and interpersonal techniques for dealing effectively with different bargaining styles and tactics.

### Introduction
- Introduction to a panel of expert negotiators, comprised of a wide range of expert practitioners and Harvard faculty members
- Set goals and establish your negotiation preferences and skills through self-assessment exercises
- Test your strategic skills set through a negotiation exercise

### Modules

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### Key Takeaways
- Identify your walkaway
- Manage the exchange of offers
- Close the deal
- Generate value when there is uncommon ground
- Manage situations under different and complex scenarios
- Dig into the fundamental tension of creating and claiming value
- Examine the relational dimension of negotiation
- Explore interpersonal dynamics, bargaining styles, tactics, and emotion
- Apply themes and issues from the course to real life scenarios
- Negotiate effectively within groups and organizations

### Conclusion
- **Capstone Assignment**: You will complete several short essay questions that will help you reflect on what you’ve learned throughout the course, and consider how you will utilize your new skills in future negotiations.

**Course Takeaway**: You will receive a personalized workbook that incorporates your self reflections, peer feedback, and learnings throughout the course.