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The Program on Negotiation (PON) is a consortium program of Harvard University, Massachusetts Institute of Technology, and Tufts University and serves as an interdisciplinary research center dedicated to developing the theory and practice of negotiation and dispute resolution in a range of public and private settings.

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What's Your Negotiation Strategy? - Harvard Business Review

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.

Negotiation Mastery | Harvard University

Getting a Yes – but how? Dr. Thomas Henschel (Academy of Mediation in Berlin) explains 'The Harvard Approach' and how to get a Yes in every negotiation. This...

The Harvard Principles of Negotiation - YouTube

Negotiation experts have long advised a win-win approach focused on extracting mutual value. This approach effectively turns counterparties into collaborators instead of adversaries, pooling their ...

How to Play "Friendly Hardball" in a Negotiation

The faculty of the Program on Negotiation at Harvard Law School are among the world's leading scholars and teachers of negotiation theory and practice. They work collaboratively on cross-disciplinary projects, including research and writing, developing innovative new teaching materials, and mentoring young scholars. They teach negotiation in a wide range of programs and are authors of ...

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Negotiation is a form of communication used by people to settle differences or resolve conflict in a way that benefits everyone involved. A negotiation can be as simple as bargaining for a raise in salary or as complex as working out a multinational trade agreement. Negotiation is important because unlike a competition or fight, it allows for collaboration between people so that they can build ...

Negotiation Courses | Coursera

Negotiating a Template for Labor Standards: The U.S.-Chile Free Trade Agreement is a detailed factual case study that tracks the negotiation of the labor provisions in the U.S.-Chile Free Trade Agreement signed into law on January 1, 2004. It draws upon a range of published and unpublished sources and interview with some of the primary players to give a true inside look into a challenging ...

Teach by Example with These Negotiation ... - pon.harvard.edu

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10 Best Negotiation Courses & Certification [2020 UPDATED]

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The method of principled negotiation was developed at the Harvard Program on Negotiation by Fisher, Ury, and Patton. Its purpose is to reach agreement without jeopardizing business relations. The method is based on five propositions: "Separate the people from the problem"

Getting to Yes - Wikipedia

High Performance Collaboration: Leadership, Teamwork and Negotiation is a free management and leadership course offered by Northwestern University in the United States. The class can be taken as a part of the Organizational Leadership Specialization offered by the university or as a standalone course.

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