

**HARVARD LAW SCHOOL PROGRAM ON NEGOTIATION
GLOBAL EXECUTIVE PROGRAM**

Two-Day Executive Negotiation Workshop
Presented by the Harvard Law School Program on Negotiation
Hosted by Sophia University

The Harvard Law School Program on Negotiation (HPON) has developed a new global version of its executive negotiation program. This two-day negotiation workshop led by Harvard Professor Guhan Subramanian will present the first four modules of the HPON Global curriculum. The workshop will introduce participants to analytical frameworks and skills needed for business negotiations in a global context. The program will consist of lectures, video content, interactive discussions, and negotiation role simulations and exercises. Active participation by participants will be encouraged.

Dates: October 22 and 23, 2015

Location: Sophia University, Yotsuya Campus, Tokyo

Fee: Japanese Yen 100,000.-

Instructor: Guhan Subramanian
Joseph H. Flom Professor of Law and Business at Harvard Law School
H. Douglas Weaver Professor of Business Law at Harvard Business School

Program:

October 22 (Thursday)

8:30 – 17:00

Module 1: NEGOTIATION FUNDAMENTALS

Module 2: CREATING VALUE vs. CLAIMING VALUE

October 23 (Friday) 8:30 – 14:30

Module 3: BEST PRACTICES FOR DIFFICULT SITUATIONS

Module 4: DEALING EFFECTIVELY WITH EMOTIONS AND RELATIONSHIPS

The workshop will be conducted in English. The workshop will be videotaped for internal and promotional purposes. All video and audio content prepared for the global executive program shall be the exclusive property of HPON.

For reservations and further information contact Stephen Givens sbg@givens-gjb.com.