



# Yes! The On-Line Negotiator

Based on proven techniques detailed in the best-seller, *Getting to Yes*, this program shows managers how to build strategies for effective negotiation and conflict resolution. In a hands-on environment, they'll negotiate deals in realistic scenarios, experience the consequences of their choices, and receive coaching, feedback and expert advice.

Managers emerge with the skills they need to radically improve their negotiations with vendors, internal and external clients, direct reports, and colleagues.

## Program highlights:

- Increase productivity and effectiveness
- Learn techniques for negotiation preparation
- Master the art of keeping negotiations on track
- Discover how to reach the best possible outcome

## Managers Learn the Common Elements of Principled Negotiation

According to the authors of *Getting to Yes*, the seven key components of principled negotiation are: interests, options, legitimacy, alternatives, commitment, communication, and relationships. This program makes sure your managers understand and internalize each of these critical concepts.

## Real-World Scenarios Help Managers Turn New Knowledge into Measurable Results

Once the fundamentals are covered, *Yes! The On-Line Negotiator* presents your managers with interactive case studies, encouraging them to test and hone their new skills in three common scenarios. They receive expert coaching and advice along the way and, in the end, assess how well they applied their newly-learned techniques.

## The Three Negotiation Scenarios

**Buying a House:** Assuming the role of the buyer, managers develop a strategy and engage in a face-to-face negotiation with the seller. Will they overpay or come away with the perfect price?

**Acquiring a Company:** Managers step into the role of vice president at a large firm that manufactures investment software. Their job here is to negotiate a merger between two companies. Will they leave money on the table or score a great deal?

**Making a Sale:** Playing a sales account executive, managers are charged with the task of negotiating a deal with a client for the purchase of management development training. Will they go to bat for the bottom line or simply pay what's charged?

## World-Class Subject Experts

Harvard Law School Professor **Roger Fisher** is head of the Harvard Negotiation Project and co-author of: *Getting to Yes*, *Getting Together*, *Getting Ready to Negotiate*, *Coping with International Conflict: A Systematic Approach to Influence in International Negotiations*, and *Beyond Machiavelli: Tools for Dealing with International Conflict*.

## System Reports

To assist in assessing the progress of managers taking the course, system reports can be generated to show the learner's contact information, level of completion, and score.

## Harvard Business School Publishing Courses

Finance for Managers  
Financial Accounting  
Yes! The On-Line Negotiator

## Minimum Technical Requirements

### Windows

- Pentium 266Mhz or higher with Windows 98, ME, NT, 2000
- 64MB of RAM
- 800x600 monitor resolution
- Sound card
- Internet service and a 56k modem
- Internet Explorer 5.0
- RealPlayer 8.0

Macintosh is not supported at this time



Managers learn by doing in real-world scenarios that give them the opportunity to test new skills.

For enrollment, sales or distributor information, call 866.316.0330 or visit [www.mgmtcourses.cognitivearts.com](http://www.mgmtcourses.cognitivearts.com)