

NEGOTIATION ANALYSIS



Jared Curhan is the Sloan Distinguished Associate Professor of Organization Studies at MIT's Sloan School of Management. An award-winning teacher, Professor Curhan will offer this special course on negotiation intended for students with a broad spectrum of backgrounds and experience.

No matter how excellent your ideas, most significant achievements require the ability to communicate with and influence others. This course examines the theory, research, and practice of negotiation across a variety of settings. It provides multiple opportunities for students to develop negotiation skills through role-plays, exercises, and useful analytical frameworks. Topics include: distributive and integrative bargaining, psychological biases, lessons from game theory, principles of influence, multiparty negotiation, and the value of relationships and trust.

COURSE MEETS DURING THE LAST WEEK OF IAP:

Mon, Jan 25 through Wed, Jan 27, 2016

8:30am – 4:00pm each day

No prerequisites, 3 units P/D/F

(A 6-unit version of this course is also offered.)

Limited enrollment, pre-registration on WebSIS required.

Questions? Email Professor Curhan (curhan@mit.edu)

