

2018 BLOCH EXECUTIVE SERIES

Essential Negotiation Perspectives: *Explore, Expand, Divide, Agree*

Thursday, May 24 | 9AM – 4PM

What You Will Learn

The best negotiation results come from understanding that every negotiation is a tool to solve a problem. Skilled negotiators work to understand exactly what problem they're solving, how to approach it as efficiently as possible, and how to distribute the value of that solution to maximum advantage.

This course covers the core content of a three-day intensive negotiation training program. Its lessons are built on the experience of advising negotiators in elite private and public institutions, from Fortune 10 companies to military special forces. You will develop a clearer, more practical perspective on deal making by exploring four critical, transformative phases of interest-based negotiation:

Explore. Challenge your assumptions as to who the parties are, what they want, and what's possible.

Expand. Bring new options to the table to add value; bring new parties to the table to transform the negotiation.

Divide. Satisfy all the parties to reach agreement, while allocating value advantageously.

Agree. Make every conversation work towards the final agreement.

In addition, you will discuss practical but underutilized negotiation tactics and have multiple opportunities to experiment with them in simulated negotiations.

Key Topics

- Creating effective negotiation strategies
- Challenging assumptions about parties, options, risks, and rewards
- Understanding the perspective of other parties
- Generating creative options to create more efficient deals
- Using fair standards to distribute gains
- Identifying and handling irrational behavior in negotiation

Who Should Attend

This course is appropriate for negotiators of all skill levels. Novice negotiators will learn to create and follow effective strategies. Experienced negotiators will apply a new framework to fundamental negotiation concepts, developing their perspective on effective negotiation. They will also cover new concepts, such as managing irrational beliefs and behavior on both sides of the table.

About the Instructor



Colin McRoberts is a graduate of Harvard Law School and an experienced lawyer and negotiation advisor. He handled complex financial lawsuits for a multinational firm before becoming a professional negotiation advisor in a boutique practice. In that capacity he has assisted many elite clients, including two of the Fortune 10, the United States Army and Navy, and diplomatic delegations to the United Nations. He has advised and taught negotiators on the ground in dozens of countries around the world and in nearly every imaginable industry. Today, Colin is one of the principals of Vasher McRoberts

LLC, an advisory firm that helps private and public-sector clients negotiate more effectively, communicate more clearly, and think more objectively.

Transforming Talent is our Business. [Register online](#) or learn more about taking your company to the next level by calling 816-235-6184.

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at the UNIVERSITY OF MISSOURI-KANSAS CITY