

PROGRAM ON NEGOTIATION
HARVARD LAW SCHOOL



HARVARD NEGOTIATION MASTER CLASS

ADVANCED STRATEGIES FOR EXPERIENCED NEGOTIATORS

MAY 5-7, 2025
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Harvard Negotiation Project

Klaus Winkler



Harvard Negotiation Project:

Building Agreement Roger Fisher, Daniel Shapiro, 2007 Whether you're negotiating with an angry boss or a difficult colleague or indeed a stubborn teenager you can learn to stimulate emotions that help you achieve the result you want Building Agreement shows you how to use five core concerns that motivate people Express appreciation for what others think feel or do Build affiliation turn an adversary into a colleague Respect autonomy in others and gain autonomy for yourself Acknowledge status and establish your own Choose a fulfilling role during every negotiation Using the latest research of the Harvard Negotiation Project the group that brought you the groundbreaking book Getting to Yes this is a superb practical guide to essential negotiation skills Powerful practical advice It will put your emotions to good use Desmond Tutu A brilliant guide Anyone who faces a difficult conversation let alone a formal negotiation can use this as a guidebook Daniel Goleman author of Emotional Intelligence Destined to take its place alongside Getting to Yes on innumerable bookshelves around the world Howard Gardner Harvard University Originally published in hardback under the title Beyond Reason

The Program on Negotiation at Harvard Law School, 1994

Getting to Yes Roger Fisher, William Ury, 1991-12-01 Getting to Yes offers a concise step by step proven strategy for coming to mutually acceptable agreements in every sort of conflict whether it involves parents and children neighbors bosses and employees customers or corporations tenants or diplomats Based on the work of the Harvard Negotiation Project a group that deals continually with all levels of negotiation and conflict resolution from domestic to business to international Getting to Yes tells you how to Separate the people from the problem Focus on interests not positions Work together to create options that will satisfy both parties and Negotiate successfully with people who are more powerful refuse to play by the rules or resort to dirty tricks Since its original publication in 1981 Getting to Yes has been translated into 18 languages and has sold over 1 million copies in its various editions This completely revised edition is a universal guide to the art of negotiating personal and professional disputes It offers a concise strategy for coming to mutually acceptable agreements in every sort of conflict

What? - Teach the Other Side to Negotiate Better? Wayne H. Davis, Program on Negotiation at Harvard Law School, 1989

Negotiations with Asymmetrical Distribution of Power Klaus Winkler, 2006-10-12 Negotiations are of increasing importance in highly regulated sectors particularly in network industries such as telecommunications and transport Negotiating partners in these markets are often not equal with regard to their various sources and instruments of power This analysis shows that negotiations are possible and can be efficient for all actors even when power is distributed asymmetrically Alternative Dispute Resolution ADR mechanisms are discussed as an alternative to conventional negotiations

The Book of Real-World Negotiations Joshua N. Weiss, 2020-08-25 Real world negotiation examples and strategies from one of the most highly respected authorities in the field This unique book can help you change your approach to negotiation by learning key strategies and techniques from actual cases Through hard to find real world examples you will learn exactly how to effectively and productively negotiate

The Book of Real World Negotiations Successful Strategies from Business Government and Daily Life shines a light on real world negotiation examples and cases rather than discussing hypothetical scenarios It reveals what is possible through preparation persistence creativity and taking a strategic approach to your negotiations Many of us enter negotiations with skepticism and without understanding how to truly negotiate well Because we lack knowledge and confidence we may abandon the negotiating process prematurely or agree to deals that leave value on the table The Book of Real World Negotiations will change that once and for all by immersing you in these real world scenarios As a result you ll be better able to grasp the true power of negotiation to deal with some of the most difficult problems you face or to put together the best deals possible This book also shares critical insights and lessons for instructors and students of negotiation especially since negotiation is now being taught in virtually all law schools many business schools and in the field of conflict resolution Whether you re a student instructor or anyone who wants to negotiate successfully you ll be able to carefully examine real world negotiation situations that will show you how to achieve your objectives in the most challenging of circumstances The cases are organized by realms domestic business cases international business cases governmental cases and cases that occur in daily life From these cases you will learn more about Exactly how to achieve Win Win outcomes The critical role of underlying interests The kind of thinking that goes into generating creative options How to consider your and the other negotiator s Best Alternative to a Negotiated Agreement BATNA Negotiating successfully in the face of power Achieving success when negotiating cross culturally Once you come to understand through these cases that negotiation is the art of the possible you ll stop saying a solution is impossible With the knowledge and self assurance you gain from this book you ll roll up your sleeves and keep negotiating until you reach a mutually satisfactory outcome

Getting to Yes Roger Fisher, William L. Ury, Bruce Patton, 2011-05-03 The key text on problem solving negotiation updated and revised Getting to Yes has helped millions of people learn a better way to negotiate One of the primary business texts of the modern era it is based on the work of the Harvard Negotiation Project a group that deals with all levels of negotiation and conflict resolution Getting to Yes offers a proven step by step strategy for coming to mutually acceptable agreements in every sort of conflict Thoroughly updated and revised it offers readers a straight forward universally applicable method for negotiating personal and professional disputes without getting angry or getting taken

Getting Ready to Negotiate Roger Fisher, Danny Ertel, 1995-08-01 This companion volume to the negotiation classic Getting to Yes explores the negotiation process in depth and presents case studies charts and worksheets for blueprinting and personalized negotiating strategy

Getting Past No Roger Fisher, William Ury, 2014-04-30 We all want to get to yes but what happens when the other person keeps saying no How can you negotiate successfully with a stubborn boss an irate customer or a deceitful coworker In Getting Past No William Ury of Harvard Law School s Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners You ll learn how to STAY IN CONTROL UNDER PRESSURE DEFUSE ANGER AND HOSTILITY

FIND OUT WHAT THE OTHER SIDE REALLY WANTS COUNTER DIRTY TRICKS USE POWER TO BRING THE OTHER SIDE BACK TO THE TABLE REACH AGREEMENTS THAT SATISFY BOTH SIDES NEEDS Getting Past No is the state of the art book on negotiation for the twenty first century It will help you deal with tough times tough people and tough negotiations You don t have to get mad or get even Instead you can get what you want Identifying and Managing Project Risk Tom Kendrick,2009-02-27 Winner of the Project Management Institute s David I Cleland Project Management Literature Award 2010 It s no wonder that project managers spend so much time focusing their attention on risk identification Important projects tend to be time constrained pose huge technical challenges and suffer from a lack of adequate resources Identifying and Managing Project Risk now updated and consistent with the very latest Project Management Body of Knowledge PMBOK Guide takes readers through every phase of a project showing them how to consider the possible risks involved at every point in the process Drawing on real world situations and hundreds of examples the book outlines proven methods demonstrating key ideas for project risk planning and showing how to use high level risk assessment tools Analyzing aspects such as available resources project scope and scheduling this new edition also explores the growing area of Enterprise Risk Management Comprehensive and completely up to date this book helps readers determine risk factors thoroughly and decisively before a project gets derailed

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