

HARVARD NEGOTIATION BASICS

NEGOTIATE. It is something we do every day. Whether looking for a job, selling a product, figuring out how to live at peace with your neighbors, or working together to build a stronger community, negotiation is something you cannot avoid. It is a common misconception that you are either born a good or bad negotiator. Negotiation is a skill you can develop. Attend the course below and start developing your skills.

“Harvard Negotiation Basics”

Date: Saturday, November 14, 2009

Time: 8:30am – 5:30pm

Location: Coahoma County Higher Education Center, 109 Clark Street, Clarksdale

Cost: \$10 (includes materials) for community members.
For college credit or continuing education credit, contact John Green at Delta State to learn more about options and costs (662-846-4065; jgreen@deltastate.edu).

Register: Register with Emily Broad, c/o Lockett Tyner Law Firm, 143 Yazoo Ave, Clarksdale, MS 38614 OR Dr. John Green, Delta State Division of Social Sciences, Box 3264, 1003 W. Sunflower Rd, Cleveland, MS 38733.

Deadline: Space is EXTREMELY limited, so please register *as soon as possible*. Registration will be possible through Friday, November 6.

In this condensed full-day program, participants will learn the essential skills that will help make them more effective negotiators. Through a combination of informative lectures, interactive negotiation exercises, and group discussion, participants will be actively challenged and engaged.

Each participant will learn:

- The common reasons why negotiations fail;
- A framework for thinking about and understanding negotiation;
- A step-by-step method for preparing for upcoming negotiations;
- Ways to create more value in negotiations;
- Ways to be assertive without being aggressive; and,
- Ways to protect oneself from being taken advantage of or cheated.

Harvard Negotiators (HN) is an organization at Harvard Law School focused on negotiation and dispute resolution. Using core concepts developed by faculty at Harvard Law School and researchers at the Harvard Program on Negotiation, Harvard Negotiators design systems for dealing with internal disputes, conduct conflict assessments of complex real-life situations, and provide training for negotiators of all skill levels. The event is being coordinated by the Delta Directions Consortium, the Institute for Community-Based Research at Delta State University, and the Tri-County Workforce Alliance.

Space is EXTREMELY limited. Pre-registration is strongly recommended. For more information, view the event description at <http://tinyurl.com/harvardnegotiators> or contact:

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