TAM Learning:



**Negotiation Mastery: Unlocking Value in the Real World**

Program Dates: 10/16/19-12/11/19

Cost: 1,600

What You’ll Learn:

* Understand negotiation dynamics and how to prepare for uncertainty
* Learn to craft agile strategy and be quick on your feet in changing circumstances
* Resolve small differences before they escalate
* Secure maximum value for your organization and yourself
* Reflect on personal behaviors and refine your approach to be more effective

About the Professor

[Michael Wheeler](http://www.hbs.edu/faculty/Pages/profile.aspx?facId=6575) has taught Negotiation in Harvard Business School’s MBA program since 1993, and has served as faculty chair of the required first-year MBA program. He is the author of 11 books, the most recent of which is *The Art of Negotiation: How to Improvise Agreement in a Chaotic World*. He has long been an innovator in using the latest technology to teach negotiation and recently launched a self-assessment app, called *Negotiation360*.