Mediating Disputes
June 3–7, 2013
Professor Robert Mnookin and David Hoffman

Improving Negotiation Effectiveness
June 3–7, 2013
Bruce Patton

Intensive Negotiations for Lawyers and Executives
June 6–7, 2013
Professor Robert Bordone

Negotiation: Strategies, Tools, and Skills for Success
June 10–14, 2013
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Dealing with Difficult Conversations
June 10–14, 2013
Bruce Patton, Sheila Heen, and Douglas Stone

Deal Set-Up, Design, and Implementation
June 10–14, 2013
Professor Guhan Subramanian and David Lax
WHY ATTEND HARVARD NEGOTIATION INSTITUTE SUMMER PROGRAMS?

World-class faculty
Harvard Negotiation Institute (HNI) Summer Programs are taught by world-renowned professors, distinguished thought leaders, and best-selling authors — recognized experts who have developed leading strategies in the field of negotiation, negotiated some of the biggest deals in the world, and helped resolve high-stakes, international conflicts.

Unparalleled networking opportunities
Accomplished lawyers, judges, executives, and leaders travel from all over the world to attend HNI programs at Harvard Law School. The diverse participant mix creates for a dynamic interchange of wide-ranging perspectives, and a network of friends and business contacts that often last long after the program has concluded. To facilitate networking, built into the program are evening receptions and time for informal, small group lunches and dinners that take place on campus and around the Boston area.

State-of-the-art classrooms
As a participant in the HNI summer programs, you’ll take classes in Wasserstein Hall, part of a new 250,000 square foot complex designed to serve as the gateway to Harvard Law School and the Harvard University community. Developed with the student in mind, Wasserstein’s 21st century contemporary classrooms feature excellent acoustics and sight lines to encourage active participation.

Culturally vibrant city
What’s better than participating in world-class negotiation programs at Harvard Law School? Experiencing them in a world-class city. Summer is a great time to explore one of the most culturally vibrant cities in the nation. Harvard Law School is within walking distance to historic Harvard Square and a short distance from some of Cambridge and Boston’s best attractions. Take in a Red Sox game in Fenway Park, catch an orchestral performance at Symphony Hall, explore the Freedom Trail, or stroll the many public parks.
MEDIATING DISPUTES
June 3–7, 2013

Become a skilled mediator
Salvaging relationships. Opening lines of communication. De-escalating conflicts. Reaching workable agreements. The success of any mediation is predicated on the skills of the mediator. In this popular program, you will acquire practical skills and techniques for facilitating negotiations between disputing parties. From family and employment matters to public policy and business disagreements, you will discover effective ways to settle differences and mediate disputes across a variety of contexts.

Learning objectives
▶ Explore different ways to resolve disputes, including both caucus and non-caucus models of practice
▶ Enhance your ability to listen, express empathy, develop options, understand interests, and build agreements
▶ Examine the ethical dilemmas and policy implications associated with mediation practice
▶ Learn how to preserve value and relationships through mediation

Who should attend?
This program is appropriate for lawyers who are interested in adding mediation to their practice, and judges who are interested in setting up court-based mediation programs or becoming professional mediators. We also welcome professionals from all backgrounds, industries, and countries who wish to improve their ability to resolve disputes.

To deliver the personalized learning experience for which this program is known, enrollment is strictly limited to 48 participants.

Format
Featuring dynamic lectures, interactive discussions, small group and one-on-one exercises, and mediation simulations, this intensive program is designed to actively engage you in the mediation process. Key to the program is the opportunity to mediate a dispute from beginning to end and receive personal feedback on your mediation techniques and skills.

Faculty
Professor Robert Mnookin and David Hoffman

IMPROVING NEGOTIATION EFFECTIVENESS
June 3–7, 2013

Strengthen your negotiation capabilities
Becoming an expert negotiator requires a keen understanding of the negotiation process, along with thorough preparation and practice. In this intensive, five-day program, you will acquire proven theories, tools, and techniques for effectively navigating the negotiation process from set-up to outcome. Designed to help you anticipate, systematically prepare, and identify leverage points in negotiation, this program provides critical insights into negotiation dynamics, as well as a personal roadmap for improving outcomes at the negotiation table.

Learning objectives
▶ Gain insights into common negotiation dynamics
▶ Examine the 7 elements of principled negotiation
▶ Become comfortable in the role of negotiator
▶ Deepen your understanding of collaborative negotiations
▶ Learn how to modify existing behaviors to become a stronger negotiator
▶ Acquire tools and habits to continue learning as you negotiate
▶ Examine joint decision-making and problem-solving techniques

Who should attend?
This program is appropriate for lawyers and business professionals from all backgrounds, industries, and countries who wish to improve their ability to negotiate.

Format
Featuring dynamic lectures, engaging demonstrations, small working groups, real-world examples, and interactive simulations, this program is designed to actively involve participants in the negotiation process. At least twice each day, participants engage in role-play exercises and simulations that incorporate the program’s theories and techniques.

Faculty
Bruce Patton

Register online at www.pon.harvard.edu/hni
INTENSIVE NEGOTIATIONS FOR LAWYERS AND EXECUTIVES  June 6–7, 2013

Equip yourself for negotiation success
Designed to address the core issues that you experience as you negotiate on behalf of your clients, organizations, or yourself, this intensive two-day program provides a theoretical framework for thinking about business and legal negotiations. You will address distinct challenges faced by lawyers and executives — ranging from multi-party, complex negotiations to situations involving difficult people and behaviors — and acquire proven strategies for overcoming them.

Learning Objectives
► Learn how to manage shared, differing, and conflicting interests
► Identify your strengths and weaknesses as a negotiator
► Acquire a systematic framework for handling deals and disputes
► Explore ways to deal with challenging negotiators and difficult behaviors
► Gain skills for handling complex and multiparty negotiations

Who should attend?
This program is designed for lawyers and executives who wish to improve their ability to negotiate effectively and create more value in deals and disputes.

To deliver the personalized learning experience for which this program is known, enrollment is strictly limited to 48 participants.

Format
This fast-paced, intensive program features dynamic lectures, skill-based exercises, debriefs, and real-world case studies. Core to this program are negotiation simulations in which participants receive and give feedback about each other’s negotiation skills and techniques.

Faculty
Professor Robert Bordone

NEGO T IAT I ON: STRATEGIES, TOOLS, AND SKILLS FOR SUCCESS  June 10–14, 2013

Get better results across and behind the bargaining table
Turn disputes into deals. Transform deals into better deals. Resolve intractable problems. Negotiating effectively requires the ability to change the game — moving away from conflict and toward collaboration. In this intensive, interactive program, you acquire a proven framework for maximizing the value of your negotiation, whether you are behind the bargaining table with a client or across the table with an opposing party.

Learning objectives
► Acquire a systematic framework for understanding negotiation
► Heighten your awareness of your strengths and weaknesses as a negotiator
► Learn how to expand the size of the pie by creating value in negotiations
► Gain problem-solving techniques for distributing value and strengthening relationships
► Develop skills to deal with difficult negotiators and hard bargaining tactics
► Learn how to choose the right process to craft deals that last
► Discover how to manage across the table and behind the table negotiations

Who should attend?
This program is appropriate for lawyers, judges, government officials, leaders of non-governmental organizations (NGOs), educators, trainers, and executives who wish to improve their ability to create value at the negotiating table and who want new strategies for dealing with challenging or intractable negotiators. To foster teamwork and extend the learning across the organization, we encourage teams and small groups to attend together.

Format
Featuring dynamic lectures, facilitated discussions, skills-based exercises, and negotiation simulations, this program also includes two personalized coaching sessions — one at the beginning of the program, and another at the end — in which participants are videorecorded and given individualized feedback on their negotiation skills.

Faculty
Professor Robert Bordone
DEALING WITH DIFFICULT CONVERSATIONS
June 10–14, 2013

Breaking the barriers of negotiation
When negotiations become difficult, emotions often escalate, and negotiations break down. To overcome barriers and turn negotiations from difficult to collaborative, you must first understand the interpersonal dynamics at play. In this program, you will learn how to modify deeply held assumptions and behaviors that often inhibit successful negotiations. You will examine the concepts and skills required to manage difficult tactics and emotional conversations — emerging with an improved ability to initiate and maintain productive discussions in difficult and complex situations.

Learning objectives
► Acquire a new framework for thinking through difficult conversations
► Broaden your understanding of negotiation barriers
► Enhance negotiation skills to address difficult situations
► Acquire new insights for collaborative negotiations
► Improve negotiation outcomes by modifying your behavior
► Learn how self-identity affects negotiations

Who should attend?
This program attracts a diverse group of professionals from different industries, backgrounds and countries.

Format
This program features dynamic lectures, small group exercises, real-world case studies, hands-on simulations, and personal coaching sessions that are videotaped — allowing participants to review and analyze their own performance.

Faculty
Bruce Patton, Sheila Heen, and Douglas Stone

DEAL SET-UP, DESIGN, AND IMPLEMENTATION
June 10–14, 2013

Navigate complex business deals
In corporate dealmaking, much of the action happens away from the negotiating table. Successful dealmakers understand that deal set-up and design greatly influence negotiation outcomes. In this program, you will examine the legal, tactical and structural elements of dealmaking and acquire practical skills and techniques for navigating difficult tactics and pursuing interest-based negotiations.

Learning objectives
► Broaden your understanding of deal set-up and design
► Discover how physical presence and body language affect negotiations
► Learn how to overcome cross-cultural differences
► Acquire problem-solving negotiation techniques
► Develop an understanding of interest-based negotiation

Who should attend?
This program is designed for senior executives who regularly negotiate deals and want to enhance their ability to navigate the deal process. We also welcome lawyers who regularly negotiate business transactions and want to enhance their deal structure and design capabilities.

Format
This intensive program features interactive lectures, negotiation exercises, and real-world case studies. Through negotiation simulations, participants receive valuable feedback on their skills and techniques from fellow participants and program faculty.

Faculty
Professor Guhan Subramanian and David Lax
HNI programs are led by a distinguished team of educators, authors, thought leaders, and practitioners. Renowned experts in their fields, HNI faculty draw on the latest thinking and research to deliver practical techniques and real-world strategies for effectively conducting personal and professional negotiations.

**Robert Bordone**, Thaddeus R. Beal Clinical Professor of Law, Harvard Law School; Director, Harvard Negotiation & Mediation Clinical Program

**Sheila Heen**, Partner, Triad Consulting Group; Lecturer, Harvard Law School; Co-author, *Difficult Conversations*

**David Hoffman**, Founding Member, Boston Law Collaborative; John H. Watson Jr. Lecturer on Law, Harvard Law School

**David Lax**, Managing Principal, Lax Sebenius LLC; Co-author, *3D Negotiation*

**Robert Mnookin**, Samuel Williston Professor of Law, Harvard Law School; Chair, Program on Negotiation

**Bruce Patton**, Founder and Partner, Vantage Partners; Co-founder and Distinguished Fellow of the Harvard Negotiation Project; Co-author, *Getting to Yes* and *Difficult Conversations*

**Douglas Stone**, Managing Partner, Triad Consulting Group; Lecturer, Harvard Law School; Co-author, *Difficult Conversations*

**Guhan Subramanian**, Joseph Flom Professor of Law and Business at Harvard Law School; Douglas Weaver Professor of Business Law at Harvard Business School

Learn more about HNI faculty by visiting [www.pon.harvard.edu/hni](http://www.pon.harvard.edu/hni)

**REGISTRATION INFORMATION**

**Fees**

Two-day program: $3,000

Five-day program: $4,997

Two, five-day programs: $7,997

Reduced tuition is available to judges, government officials, full-time teachers, and full-time staff at public interest organizations.

**Dates**

June 3–7, 2013: Mediating Disputes

June 3–7, 2013: Improving Negotiation Effectiveness

June 6–7, 2013: Intensive Negotiations for Lawyers and Executives

June 10–14, 2013: Negotiation: Strategies, Tools, and Skills for Success

June 10–14, 2013: Dealing with Difficult Conversations

June 10–14, 2013: Deal Set-Up, Design, and Implementation
## HARVARD NEGOTIATION INSTITUTE SUMMER PROGRAMS 2012

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<thead>
<tr>
<th>Description</th>
<th>Mediation</th>
<th>Fundamentals ofNegotiation</th>
<th>Advanced Negotiation</th>
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<tbody>
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<td><strong>Mediating Disputes</strong></td>
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<td>Improving Negotiation Effectiveness</td>
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<td>June 6–7</td>
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### Requirements

While previous negotiation experience is not required, participants must demonstrate proficiency in English and be able to participate fluently in dialogue with the instructor and other students. A certification of fluency in English is not required, though we suggest a TOEFL written exam score of 570 as the minimum proficiency standard.

These programs have been approved for continuing legal education (CLE) credits in the United States.

### Have questions?

Call 617-495-7705 or email hni@law.harvard.edu

## THREE EASY WAYS TO REGISTER

- **Online**
  
  Visit www.pon.harvard.edu/hni

- **By phone**
  
  Call 617-495-7705 between 9 a.m. and 5 p.m. ET, any business day

- **By mail**
  
  Download the registration form at www.pon.harvard.edu/hni and send it to:

  Program on Negotiation at Harvard Law School
  ATTN: HNI
  Pound Hall 513
  1563 Massachusetts Avenue | Cambridge, MA 02138
  Fax: 1-617-495-1416