

ANDERSON CENTER



LEADING
NEGOTIATIONS
FORUM

The Leading Negotiations Forum is ideally suited for professionals who engage in selling, purchasing, contract negotiations, and other important business transactions. The forum is also appropriate for middle to senior-level executives, advisors, and owners who use negotiating skills in their daily interactions. The forum is designed to improve negotiation strategy and skills. This three-day forum is a comprehensive program for practical success, and features cases and activities that include self-assessment exercises, negotiations simulations, situation analysis and advanced decision-making tools that can be shared across your entire organization.

Objectives of the Leading Negotiations Forum:

- Assessing negotiation skills, identifying strengths and weaknesses, and preparing a development plan.
- Introducing negotiation tools for application in subsequent negotiations.
- Practicing and debriefing negotiations through real-world case studies and role-playing exercises.
- Providing resources for post-forum learning and application.
- Networking with Negotiations Forum and other Center alumni for ongoing learning and development opportunities.

Teaching Team:

The Teaching Team for the Leading Negotiations Forum is comprised of certified Discussion Leaders with backgrounds in the specific topics being covered in each case. This teaching team brings a wealth of experience from the business world, and experience in facilitating cases for Anderson Center. View biographies of the teaching team at: www.anderson-center.org



Forum Leader
Brian Schoenborn



Discussion Leader
Eric Nicholson



Discussion Leader
Earl Edeburn

Forum Fees:

The fee for the 3-day Leading Negotiations Forum is \$2,300. The fee covers tuition, case materials, meals and lodging. Nonprofit organizations receive a 20% discount. Individuals and small or early stage organizations interested in attending an Anderson Center forum, with limited ability to pay, should inquire about scholarship opportunities.

Contact and Registration Information:

For questions regarding the Leading Negotiations Forum, contact Rebecca Gross, Business Development Manager:

rebecca@anderson-center.org
320.251.5420

For registration information, visit:

www.anderson-center.org.



ANDERSON CENTER
MANAGEMENT AND LEADERSHIP DEVELOPMENT

"I benefitted greatly from the tools shared during the Forum and know that this experience will help me in the future."

Alan Storry, VP of Business Development, Automotive Parts Headquarters