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 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.

**Forum Objectives**

- 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.

Contact Rebecca Clobes, Business Development Manager, for more information: rebecca@anderson-center.org, 651-468-8028