

LEADING NEGOTIATIONS FORUM

Available as a private forum for your team and as a public forum in some calendar years.

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.

DISCUSSION LEADERS



Brian Schoenborn

Attorney & Shareholder, Moss & Barnett
Forum Leader



Eric Nicholson

Managing Director, BMO Capital Markets



Earl Edeburn

President, BerganKDV

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