

LIFE CHANGING
IDEAS

THE MASTERCLASSES

FOCUSED LEARNING WITH WORLD CLASS FACULTY



UNIVERSITY *of* NICOSIA

ideas.unic.ac.cy

LIFE CHANGING
IDEAS

NEGOTIATIONS MASTERCLASS



27 MAY 2024
10:00-13:00

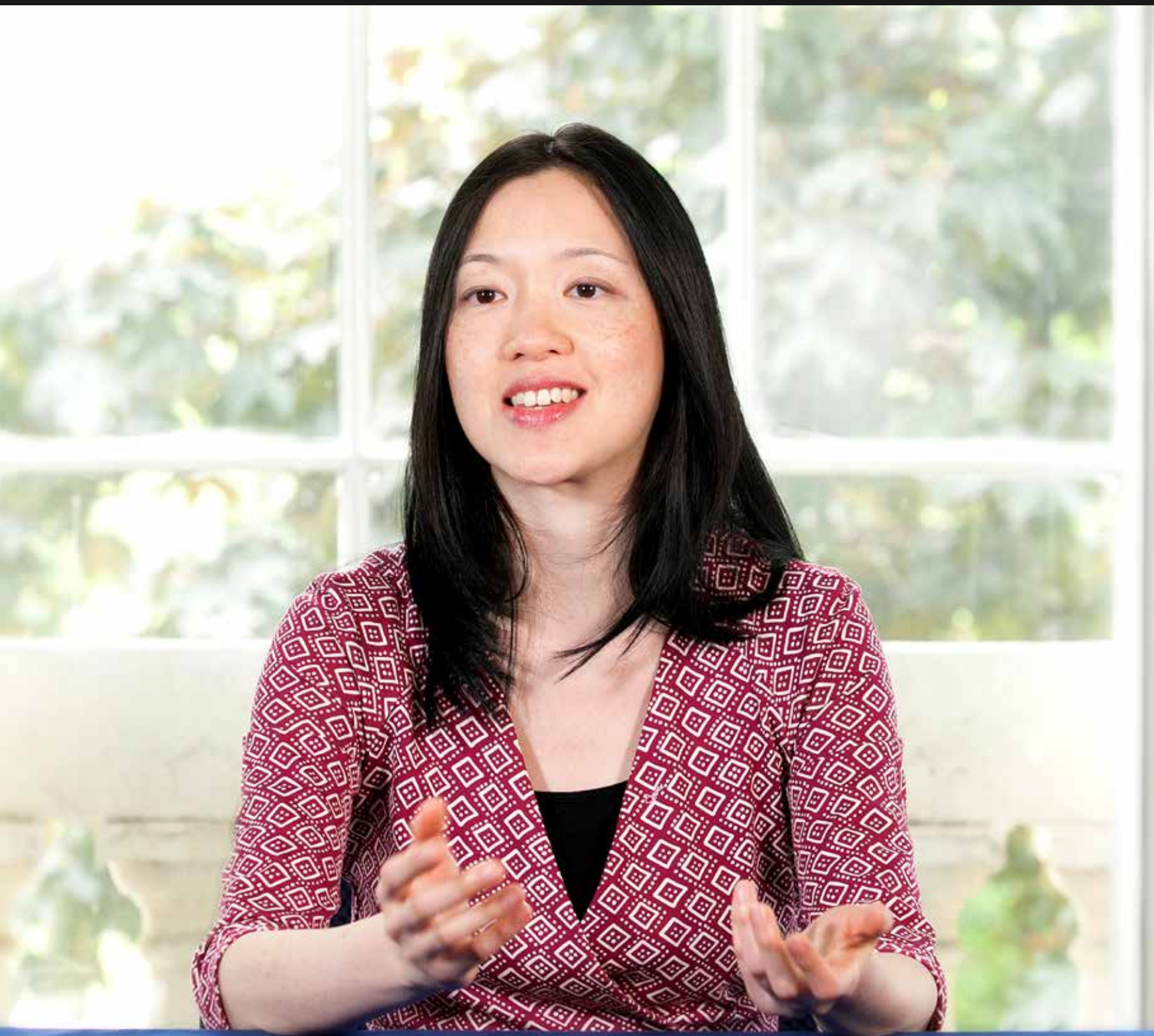


UNIVERSITY
OF NICOSIA

LIFE CHANGING
IDEAS

GILLIAN KU

Professor of Organisational Behaviour
London Business School



- Gillian Ku is a Professor of Organisational Behaviour at London Business School. BA (Harvard) MS PhD (Northwestern)
- Gillian teaches negotiations at London Business School's full-time MBA and Executive Education programmes. She consults with Oman Oil, Roche, Rabobank and eBay.
- Gillian Ku is a recognized world expert on the broad area of negotiations focusing on:
 - Decision-making
 - Interpersonal relationships
 - The dynamics of emotionally-charged decision-making
 - Decision-making processes involved in negotiations
- Gillian's work and research has been featured at International Media, including CNN, Chicago Tribune, The New York Times Magazine, BusinessWeek.com, and The Telegraph.

LIFE CHANGING
IDEAS

WHAT TO EXPECT FROM THE MASTERCLASS

- Negotiation is the art and science of securing agreements between two or more parties who are interdependent and who are seeking to maximize their outcomes. Negotiations are ubiquitous and entrepreneurs and leaders negotiate all the time, be it with employees, external stakeholders, vendors, VCs, etc.
- **This Masterclass will teach you the strategy and psychology of effective negotiations.**
- In this session, to encourage active learning, you will negotiate a case – Coast News.
- Based on your experiences in this case, we will discuss the fundamentals of negotiations so that you can properly prepare for a negotiation, grow the pie, and claim a share of the pie for yourself.

Size:

50 PARTICIPANTS

Duration

3-HOURS

Format:

LIVE IN CLASS

Fee:

350 EURO

Register now and secure your place Ftelleha.m@globaltraining.org

WHAT YOU LEARN

- Acquire a systematic framework and greater confidence in the negotiation process.
- Be ready for different types of negotiations – look objectively at different negotiations and assess what’s important to you and your counterpart to gain an edge.
- **Hone and apply your skills – discover and experience evidence-based frameworks, theories and proven techniques to influence and persuade in any situation to achieve successful results**
- Reframe how you see negotiations by understanding the science behind the process and mastering evidence-based approaches under Professor Ku’s supervision
- **Engage in active learning exercises and role play scenarios and feel confident in your ability to resolve conflict, strengthen relationships and face all types of negotiations**
- Benefit from Professor Ku’s hands-on approach which will allow you to begin adding value when you return to work immediately