

NEGOTIATION AND INFLUENCE

IAP 15.S41



Jared Curhan is Sloan Distinguished Professor of Management and Associate Professor of Organization Studies at MIT's Sloan School of Management. An award-winning teacher, Professor Curhan will offer this special course on negotiation designated primarily for undergraduates at MIT.

No matter how excellent your ideas, most significant achievements require the ability to communicate with and influence others. This course examines the theory, research, and practice of negotiation across a variety of settings. It provides multiple opportunities for students to develop negotiation skills through role-plays, exercises, and useful analytical frameworks. Topics include: distributive and integrative bargaining, psychological biases, lessons from game theory, principles of influence, multiparty negotiation, and the value of relationships and trust.

COURSE MEETS DURING THE LAST WEEK OF IAP:

Wed, Jan 29 through Thurs, Jan 30

8:00am - 5:00pm each day

E51-345

The course meets intensively over a two-day period with breakfast and lunch provided. Intended for undergraduates. No prerequisites. 2 units, graded P/D/F.

Limited enrollment; pre-registration on WebSIS required.
For more information, contact Scott Alessandro, salessan@mit.edu



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