

Achieving your Desired Outcomes with the Harvard Concept of Negotiation – eLearning Nugget

TwentyOne Skills



Objective

For over 40 years, the Harvard concept has served as the basis for successful negotiations. Whether it's making private decisions, negotiating terms with a business partner, or being involved in sales talks: Every day, people negotiate with the goal of maximizing their own benefit. However, the Harvard model proves that fairness, rather than haggling, is the most effective method for reaching a mutual agreement. In this eLearning nugget, you will learn how to avoid stressful conflicts and to conduct goal-oriented negotiations.

Description

- What is „The Harvard Concept“?
- Learn about the goal of this model
- How to apply the Harvard Concept in a right way
- Get to know the scientific background

Conditions

In cooperation with TwentyOne Skills, GRADE offers about 35 asynchronous online courses.

The 3-month sessions start at the beginning of January, April, July and October.

Registration is possible at any time. Confirmed participants can access the courses for 3 months at the online platform of TwentyOne Skills. The current registration link can be found here: <https://tinygu.de/en21skills>

Organizational Information

Language / Format	English / On campus
Target group	Doctoral Candidates at all stages and Postdocs (R3/R3) from all faculties
Duration	Approx. 25 minutes
Registration	https://tinygu.de/en21skills