

Negotiation skills: Improving your negotiation effectiveness

Content

Negotiations are a core element of success in academia, the business world, and in private settings alike. In this course, participants acquire the basic skillset to successfully master negotiations wherever they occur. They will learn to equally rely on economic and psychological knowledge when negotiating in practice.

Learning Objectives

Participants will be familiarized with the main concepts of the psychology and economics of negotiations in order to put their knowledge to practice in reality. All theoretical concepts are acquired by means of practical negotiation exercises that are based on negotiations taken from the everyday experiences of (Post)Docs. For instance, this will involve negotiations with asymmetric power, implicit negotiations, as well as negotiating when reputational concerns are at stake (e.g., with your supervisor/PI).

Individual Feedback

Participants will receive individualized feedback on negotiation skills and receive de-briefings on every negotiation exercise completed in class. In addition, participants will be able to contact the lecturer for individual advice within class and beyond, if needed.

Trainer Prof. Dr. Sebastian Berger, University of Bern

Target Group

(Post)Docs with or without experience in negotiation. Post(Docs) who have received theoretical training in economics, game theory, business administration, or psychology will benefit from the course by putting their theoretical knowledge to work. However, knowledge of these topics is by no means necessary to benefit from the class.

Language English

Nr of Participants 15

Requirements Willingness to *actively* participate in class

Dates Nov 4 & 5, 2020, 8:25 a.m.-3:55 p.m.

Location University of Bern / Hochschulstrasse 4, Main Building, room 104

ECTS 1 (includes class presence as well as negotiation preparation time and supplementary work (reading of follow up documents)).

Further Information

To open the class to participants without German as primary language, it is planned in English. However, a spontaneous switch to German is possible if all participants possess sufficient German language skills. All negotiation exercises are available in both languages so that participants without enough English or German skills can rely on information in their preferred language.