

# Negotiation Dynamics

Ingemar Dierickx

Lisbon 10th & 11th January 2008

In many areas of management, issues are rather "fuzzy", and consequences of decisions are hard to evaluate. Negotiations, in contrast, have a direct and measurable impact on profits. To be an effective negotiator requires talent, experience, and sophisticated negotiating technique. This intensive two-day workshop is designed to hone participants' negotiating skills, to help them understand some of their own "bad habits", and to give them both greater confidence and superior tactical finesse in the negotiating game.

## Administrative Details

Language: Proficiency in English is required

**Cancellation:** All cancellations must be submitted in writing. A standard cancellation fee of €200.- will be charged for administrative expenses. The remaining fees will be refunded if notice of cancellation is given at least 30 days before the course starts. 50% of the fees will be refunded if cancellation is given at least 20 days before the start of the course. There will be no refund of course fees for cancellations received less than 20 days before the start of the course.

## Who should attend

This seminar is appropriate for experienced executives who face challenging and complex negotiation problems:

- executives involved in mergers, acquisitions or joint venture negotiations
- project finance
- lawyers
- purchasing managers
- human resource managers
- account managers
- sales managers
- outsourcing managers

This seminar is hosted by RoadMap Business Consulting

In the event that minimum enrolment is not fulfilled RoadMap reserves the right to cancel the seminar.

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## Professor Dierickx

Professor Dierickx holds a PhD in Business Economics from Harvard University and an MBA from the Harvard Business School, where he was a Baker Scholar. He also holds law degrees from the Harvard Law School (LLM) and the Rijksuniversiteit Gent (Lic. Jur). Before joining INSEAD, he worked at the Division of Research, Harvard Business School, and with Professor Thomas Schelling, Department of Economics, Harvard University.

His research into the microeconomic foundations of strategy and in negotiation analysis has been widely published in scientific journals such as Management Science, Journal of Business, Organization Science, Strategic Management Journal, European Economic Review and International Journal of Industrial Organization.

At Insead, he has received several times the award for Outstanding Teacher in the Elective Courses as well as a Lifetime Achievement Award for teaching Excellence. He launched INSEAD's executive programme on Negotiation Dynamics and has been its Director for 15 years.

As a negotiator, Professor Dierickx has represented the interests of both individuals and major corporate clients in a broad spectrum of industrial and service sectors.

Professor Dierickx has worked as a consultant and has conducted numerous executive programmes throughout Europe, in the US, Israel, China, South-East Asia, South Africa, Australia and New Zealand.

## Course dates & fees

Course Dates:  
January 10th & 11th 2008

Course Fees:  
€ 2100 (+ VAT 21%)  
All course fees are quoted in Euro and include all course materials and daily luncheons.

Register between now and 15 October 2007 and take advantage of the Early Bird discount of 10%. Attendance is limited and early-registration is strongly recommended.

## Register Now

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Contact us

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