



# Advanced Negotiations & Influencing Decisions

**Session Dates:** 2022, June 20-21

**Venue:** Warsaw

**Faculty:** Prof. Niro Sivanathan (London Business School)

**Program Fee:** 8 500 PLN for outside participants - Fellowships available for alumni and partners

**AMP Certificate:** This program is Advanced Management Program track

**Follow-up module:** Participants will have a preference for the deepening module

## OVERVIEW

This highly interactive and intellectually stimulating program will focus on helping you develop your practical negotiation, decision making and influencing skills - how do we get what we want while leaving our partners and stakeholders satisfied?

Through a variety of insights and real-time simulations and case dealing with negotiations we will explore the processes by which people can bring value to themselves and their organization. Participants will learn how one prepares for a negotiation and how to build detailed strategies that can be used at the bargaining table.

We will also augment negotiation skills by bringing together extant knowledge on decision-making and the psychology of influence to influence others at the bargaining table and beyond.

## FACULTY



### Prof. Niro Sivanathan

**London Business School**

Prof. Niro Sivanathan is a world leading expert in negotiations and decision-making and one of the world's best negotiations educators. His research and teaching have received international recognition and has been published in leading scientific journals.

His work has garnered international press coverage at CNN, Financial Times, Time Magazine, Wall Street Journal, Washington Post, Sunday Times and Forbes.

Prof. Sivanathan's research explores how the psychology of the self - specifically our motivation to maintain the integrity of the self - influences decision-making. In addition, he explores how social hierarchy, through the psychological experience of power and status, regulates our judgment and behaviours.

## This program is AMP track - for alumni & partners

The Advanced Management Program (AMP) brings our mission of creating world-class education by providing our alumni and partners with access to world-class executive education. AMP is a unique opportunity to have top business school level education and certification that would normally require foreign enrollment and travel. Our AMP is delivered on three levels: master class, advanced, essential and is grounded in leadership capacity development.

**Join us.** Partners typically join in the context of HR, PR, CSR, Employer Branding or Public Affairs activities.

This module is organized in partnership with **Deloitte**.

