



Advanced Negotiations

Session Dates: November 16th, 2023 and December 14th, 2023

Program Format: 1-month Immersion Program™ over two full residential sessions

Application Deadline: Priority intake till October 16th.

Secondary intake till November 5th. If we face equal candidates, earlier applications will be preferred.

Faculty: Prof. Łukasz Rozdeiczer (Georgetown University)

Venue: Warsaw

Program Fee: 8 500 PLN for outside participants. Fellowships available for alumni.

AMP Certificate: This program is Advanced Management Program track.

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

OVERVIEW

This highly interactive program will help participants to significantly develop their capacity to effectively negotiate externally and within their organizations as well as to negotiate in difficult and conflict situations that arise in everyday practice.

Through various simulations and cases dealing with negotiations and difficult conversations we will explore the processes by which people create or destroy value – for themselves, others and their organizations.

The participants will learn and apply the most effective frameworks to define, measure, and achieve success in negotiations. They will also improve negotiation skills by bringing together cutting-edge theory and the most effective practices of negotiations and conflict management.

FACULTY



Prof. Łukasz Rozdeiczer

Georgetown University

Adjunct Professor at Georgetown University and a former Program Director of Harvard Mediation Program and Senior Fellow of Program on Negotiation at Harvard Law School.

He is a graduate of Harvard Law School and a leading expert in negotiation, mediation and arbitration practice, specializing in complex negotiations, dispute resolution and M&As, including multiparty mediation between companies and shareholders. As an advocate (admitted in the US, England and Poland), he has been representing the Polish Government and multiple Polish and international corporations in various transactions and disputes, with value exceeding USD 30 billion.

Prof. Rozdeiczer is the President of the Board of BATNA Group, a leading negotiation and group purchasing organization in Poland. Prof. Rozdeiczer has been a supervisory board member of a number of companies. He is also a board member of several NGOs.

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 ESG, HR, PR, CSR, Employer Branding or Public Affairs activities.

