UCLA's Negotiations Program is a 3-day program that targets high level administrators that use negotiations skills on a daily basis.

**PROGRAM DATES:** MAY 7-11 2012  
**DEPARTMENT:** Mid-to-Senior Level University Administrators  
**APPLY NOW:**  
http://www.anderson.ucla.edu/x34192.xml

Applications are due by MARCH 26, 2012

**PROGRAM OBJECTIVES**

- Develop self-insight on negotiation skills.
- Learn to prepare for and effectively conduct negotiations.
- Learn to view negotiation as a learnable and improvable skill.
- Improve decision-making skills.
- Explore the following key topics: Distributive and integrative context identification and negotiation strategies, systematic and effective preparation for negotiation, overcoming basic decision-making biases, benefits of mutual gains negotiations, understanding negotiation through action, ethics and cross-cultural negotiations, and learning to manage group dynamics.

For more information visit: http://www.anderson.ucla.edu/x34192.xml