

LIFE CHANGING
IDEAS

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NEGOTIATIONS MASTERCLASS



24 MAY 2024
10:00-13:00



UNIVERSITY
OF NICOSIA

LIFE CHANGING
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GILLIAN KU

Professor of Organisational Behaviour
London Business School



- Gillian Ku is a Professor of Organisational Behaviour at London Business School. BA (Harvard) MS PhD (Northwestern)
- Gillian teaches negotiations at London Business School's full-time MBA and Executive Education programmes. She has consulted with Oman Oil, Roche, Rabobank and eBay.
- Gillian Ku is a recognized world expert on the broad area of negotiations focusing on:
 - Decision-making
 - Interpersonal relationships
 - The dynamics of emotionally-charged decision-making
 - Decision-making processes involved in negotiations
- Gillian's work and research has been featured at International Media, including CNN, Chicago Tribune, The New York Times Magazine, BusinessWeek.com, and The Telegraph

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WHAT TO EXPECT FROM THE MASTERCLASS

- Acquire a systematic framework and greater confidence in the negotiation process.
- Be ready for different types of negotiations – look objectively at different negotiations and assess what’s important to you and your counterpart to gain an edge.
- Hone and apply your skills – discover and experience evidence-based frameworks, theories and proven techniques to both grow the pie and claim a share of it
- Reframe how you see negotiations by understanding the science behind the process and mastering evidence-based approaches under Gillian’s supervision

Size:

50 PARTICIPANTS

Duration

3-HOURS

Format:

LIVE IN CLASS

Fee:

350 EURO

Register now and secure your place Ftelleha.m@globaltraining.org

WHAT YOU LEARN

- Acquire a systematic framework and greater confidence in the negotiation process.
- Be ready for different types of negotiations – look objectively at different negotiations and assess what’s important to you and your counterpart to gain an edge.
- **Hone and apply your skills – discover and experience evidence-based frameworks, theories and proven techniques to influence and persuade in any situation to achieve successful results**
- Reframe how you see negotiations by understanding the science behind the process and mastering evidence-based approaches under Professor Ku’s supervision
- **Engage in active learning exercises and role play scenarios and feel confident in your ability to resolve conflict, strengthen relationships and face all types of negotiations**
- Benefit from Professor Ku’s hands-on approach which will allow you to begin adding value when you return to work immediately