



NYU

TANDON SCHOOL
OF ENGINEERING



PhD Leadership Workshop: Effective Negotiation, Team Building and Decision Making

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As a manager, you need negotiation and team-building skills to succeed. You negotiate daily with various stakeholders and manage intangibles like expectations. Key skills include analytical thinking for strategy, negotiation to implement solutions, and building effective, engaged teams. This workshop aims to enhance these skills, focusing on understanding negotiation basics, recognizing your and others' styles, avoiding common mistakes, comprehending power dynamics in negotiations, appreciating team dynamics, and providing constructive feedback.

Day 1 (April 25th, 10am-1pm and 2pm-5pm)

- 9-step Framework to prepare for any negotiation
- Concessions and the BATNA
- Importance of Interests vs Positions and controlling emotions
- Negotiation 1 – 24/7 Stores
- Power – what types of power are used in negotiations and how can you build your own power
- Anchoring, Precision and Handling Multiple Issues
- How to read others and build rapport with active listening
- Negotiation 2 – New Car



Location: 370 Jay Street, 8th Floor, Conference Room 824
Date: April 25th and 26th, 2024

Day 2 (April 26th, 9am-Noon and 1pm-4pm)

- Building and maintaining an Effective Team
- Decision Making – What goes wrong? Approaching any difficult decision
- Group Decision Making and the Nominal Group Technique
- Getting the best out of meetings
- Persuading others with authority



Scan to register!