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Negotiation Coaching with the Harvard Method

Overview:

This coaching program is based on the world-renowned **Harvard Negotiation Project**, a proven approach to reaching agreements that foster mutual benefit and long-term success. You'll learn how to prepare for negotiations, build relationships, and achieve results without compromising your values or goals. This coaching is ideal for professionals, leaders, and individuals who want to master negotiation in business, personal, or global contexts.

Target Audience:

- Leaders negotiating with stakeholders, teams, or partners.
- Entrepreneurs working on deals, partnerships, or contracts.
- Professionals looking to strengthen their influence and conflict-resolution skills.
- Anyone who wants to negotiate effectively in personal or professional settings.

Key Learning Objectives:

1. Understand the Harvard Method Principles:

- Separate people from the problem to focus on interests, not positions.
- Generate creative options for mutual gain.
- Use objective criteria to establish fairness and legitimacy.

2. Preparation Strategies:

- Learn how to identify your interests and understand the interests of others.
- Develop a clear Best Alternative to a Negotiated Agreement (BATNA) and assess leverage.

3. Effective Communication:

- Practice active listening and asking the right questions to uncover hidden interests.
- Build trust and rapport to create collaborative dynamics.

4. Managing Conflict and Emotions:

- Learn strategies for defusing tension and handling difficult counterparts.
- Stay focused on outcomes while maintaining professionalism and respect.

5. Closing the Deal:

- Use persuasive techniques to bring negotiations to a successful close.
- Create agreements that are clear & sustainable

Features:

- Role-playing exercises with realistic negotiation scenarios.
- Personalized feedback and coaching to strengthen your skills.
- Tools, templates, and resources for ongoing success.

Program Highlights:

- **Real-World Case Studies:** Analyze successful negotiations using the Harvard Method.
- **Cross-Cultural Negotiation Techniques:** Adapt your approach for global or diverse contexts.
- **Conflict-Resolution Skills:** Turn disagreements into opportunities for collaboration.

Why Choose This Coaching Program?

- Gain confidence to navigate complex negotiations with ease.
- Build lasting, positive relationships with counterparts.
- Achieve outcomes that align with your goals while maintaining integrity.

Takeaway

By the end of this program, you'll have mastered the Harvard Method of principled negotiation, enabling you to achieve agreements that create value and maintain strong relationships.



WE WERE MADE TO COMMUNICATE