

FUNDAMENTALS OF NEGOTIATION

Friday, May 17 | 8 a.m. - 1 p.m. approx. | Duquesne University Rockwell Hall

Earn 5 Continuing Education Hours (CEH) in this course.
The following topics will be addressed:

Preparation

- How to prepare for a negotiation
- Understanding the market
- Porter's Five Forces
- SWOT analyses
- Plan-Do-Check-Act framework
- Understanding the objectives
- BATNA

Process

- Negotiating styles
- Triangle talk
- Ranges
- Bargaining zone
- Concessions
- Win-Win vs. Win-Lose
- Negotiation exercise

For the negotiation exercise, the group will be divided into teams to complete prep work and participate in a recorded mock negotiation. The negotiations will be reviewed and discussed.



Instructor: Professor Wendy Serapiglia

Wendy is an Instructor of Supply Chain Management at Duquesne University. She teaches Supply Chain and Operations Management and Purchasing courses at the undergraduate and graduate level.

Wendy has extensive experience in Supply Chain Management, working with large, international manufacturing companies like PPG, PGW, and MSA.



ISM—Pittsburgh

In collaboration with the Institute for Supply Management (ISM) Pittsburgh, an 8% discount is available to ISM members, Duquesne Alumni, and companies sending 5 or more people.

Cost: \$495

Register: pittsburgh.ismworld.org

Note: minimum of 5 registrants required or the course may be cancelled.

NEXT-LEVEL NEGOTIATIONS

Friday, May 31 | 8 a.m. - 4:30 p.m. approx. | Duquesne University Rockwell Hall

Earn 8 Continuing Education Hours (CEH) in this course which builds on the Fundamentals of Negotiation and addresses:

- Negotiation fundamentals
- Introspection
- Seven elements of negotiation
- Negotiation stages
- Key dynamics
- Labelling negotiations
- Impact of cognitive bias
- Collaboration continuum
- Arriving at “no” to get to “yes”
- Overcoming stumbling blocks
- Advanced techniques
- Value-based disputes
- Contrasting perspectives
- Executing on outcomes

Participants will complete exercises ranging in complexity to utilize the skills listed.



Instructor: Jim Baehr

Jim is a Supply Chain Management Executive and Professional. He is currently serving as the Vice President of Procurement and Contracts Management at S&H Systems.

Jim is responsible for sourcing, purchasing, and all related procurement services, ensuring cost-effective delivery of products and services to meet business needs.



ISM—Pittsburgh

In collaboration with the Institute for Supply Management (ISM) Pittsburgh, an 8% discount is available to ISM members, Duquesne Alumni, and companies sending 5 or more people.

Cost: \$695

Register: pittsburgh.ismworld.org

Note: minimum of 5 registrants required or the course may be cancelled.