

RATIONAL GAMES



POWER & DIFFICULT PEOPLE: WHAT TO DO WHEN THEY WANT YOU TO LOSE?

Here we want to go beyond Harvard, to test the model on difficult encounters with difficult people who play dirty tricks and are not signed up for win-win. We will experience emotion, stress and dealing with surprises, as well as taking a critical look at the different kinds of power and how they can be equalized.

For graduates of our basic course or participants with significant negotiation experience.

OUR TRAINERS INCLUDE:

- Dr. Mark Young, Trade Negotiator and Advisor in Diplomatic and Political Negotiations.
- Felix Miller, Serial entrepreneur with a focus on Startups and their particular negotiation requirements.
- Joana Matos, Harvard-Trained professional specializing in emotional intelligence, gender in negotiation and conflict management.

