



Julia Minson, PhD

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Founder, Disagreeing Better, LLC

# The Art and Science of Effective Negotiation



# Negotiation Course Description

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- Intended to **sharpen and advance** skills by offering both novice and experienced negotiators new frameworks and sophisticated strategies.
- Build participants' understanding, skill, and confidence for **better outcomes in all their negotiations.**
- **Value creation and value claiming**, even in complex or ambiguous contexts.

**Becoming a great negotiator is an ongoing journey,  
with competence attained through thoughtful evidence-based skill building.**

**Tuesdays 9:00 am – 10:30 am**

**5/13, 5/20, 5/27, 6/3, 6/10**

# Course Outline

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- **Week 1** – Crucial negotiation frameworks
- **Week 2** – Psychological biases in distributive bargaining
- **Week 3** – Negotiation in organizations
- **Week 4** – Trust building across disagreement
- **Week 5** – Advanced strategies for value creation

Throughout the course, participants will be encouraged to consider how these concepts shape and are shaped by their experiences with different identities and social categories. We will also encourage participants to leverage their emerging negotiation skills in both their personal and professional lives to gain experience negotiating “in the wild.”

# Course Elements

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**Plenary sessions** – The cornerstone of each week will be a 90-minute lecture/discussion session. During these meetings, the teaching team will present new course content, debrief the results of simulations, and engage students in brief exercises and small group discussions.

**Simulations** – The course is structured around negotiation simulations in which students take on a fictional role with specific desires and constraints and negotiate against counterparts in order to meet goals stated in their role instructions. This form of experiential learning will enable participants to quickly connect theory to practice.

**Simulation preparation** – Prior to each simulation, learners will engage in individual preparation based on their role materials and questions designed to explore the specific learning objectives of each simulation. This preparation will connect the simulations with the core themes of the week.

**Readings** – Each week will feature a set of one or two short readings selected for an audience of busy adult learners to deepen engagement with the material and provide additional detail regarding the content.

# Course Details

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**Instructor:** Julia Minson, PhD

**Dates:** 5 Tuesdays: May 13 - June 10, 2025

**Time:** 9:00am-10:30am PDT

**Contact:**

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