

Getting More through Negotiations

Negotiation is at the heart of human interaction. * And knowing how to effectively negotiate leads to a fuller more enjoyable life.

This course will provide Olli members with the basic tools they need to negotiate effectively in everyday life, whether buying a car, contracting for a new cell phone service, planning a vacation with friends or something as simple as deciding with a spouse which restaurant to choose for dinner.

Some of the tools that will be covered include:

- Focusing on the people
- Doing research to understand the other negotiating party
- The role of emotions during negotiations
- Trading things of unequal value
- Getting more in the marketplace
- How to build trust by conducting transparent and constructive negotiations

Class members will have the opportunity to try out the lessons covered in this course, during their daily lives and, if they choose, discuss the results of their negotiations in class.

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*Stuart Diamond, "Getting More"