Strategic Negotiations and Conflict Management
23 – 27 MARCH 2020, 8:30 AM to 5:30 PM • AIM Campus, Makati City

Program Overview
Real leaders and managers negotiate. Whether you are in the business world or in civil society or government bureaucracy, anyone negotiates. Whether you are a CFO working on a financing dilemma, a business development professional hoping to close a deal, a manager working to reach consensus across departments or an individual making a case for an increase in salary, knowing how to negotiate well matters.

Program Objectives
This 5-day course will help you build the skills needed to create VALUE for yourself as well as others in different negotiation situations and ways to approach each. In active and engaging sessions through exercises and discussion, you will learn how to manage the flow of conversations so that you can reach a desired outcome.

Program Benefits
• Gain confidence in managing negotiations in differing circumstances
• Leverage your strengths and weaknesses and learn ways to improve both
• Anticipate and counter common tactics for effective value creation
• Identify cultural differences that may impact business dealings
• Reduce your anxiety around approaching negotiations, both personally and in business
• Enhance and focus your organization’s negotiating capability.

Who Should Attend
Lawyers and non-lawyers alike; those involved in Managing Change Programs, in Marketing and Sales, HR, in Strategic Planning and CSR, Entrepreneurs, dealing in the Government, Private companies, Schools and Universities

What You Will Learn
• Dynamics of Competition and Collaboration
• Distributive/Integrative/ Mixed Motive Bargaining
• Lessons from Behavioral Economics
• Negotiation Strategies
• Creation of Value Beyond Price
• Two-Party/Multi-Issue Negotiations
• Alternative Dispute Resolution (ADR) Systems

Faculty Profile
Prof. Nieves R. Confesor leads a team of experienced negotiators with academic training and practice in different fields of conflict management and negotiations.

She has served as external collaborator, adviser, and consultant to the World Bank, the ILO, the ASEAN Secretariat, and the Asian Development Bank (ADB), and has provided consulting services to various Philippine and foreign companies and organizations. She was Labor and Employment Secretary during the Aquino and Ramos administrations.

Prof. Confesor holds a Master in Public Policy from the Harvard University Kennedy School of Government 1980 and Master in Business Administration from the Ateneo de Manila University Graduate School of Business 1981. She also took special courses on labor and employment, women in politics, and international economics. She completed a Bachelor of Arts in Literary Studies (Magna Cum Laude and Class Valedictorian) at Maryknoll College in 1971.