



Interest-Based Negotiation

Course Overview

In this course, you will learn the principles of interest-based negotiations. In this type of negotiation, the intent is to reach a mutually satisfactory agreement. The interests of both parties are considered in building the agreement, and the focus is on the problem at hand. This approach is tough on the problem, not on the people.

Estimate Learning Time: 10 Hours

Module 1: Overview of Interest-Based Negotiation

- Readings
- Video Materials
- Worksheet
- Quiz

Module 2: Interest-Based Negotiation Skills

- Readings
- Video Materials
- Worksheet
- Quiz

Module 3: Interest-Based Negotiation Application

- Readings
- Video Materials
- Worksheet
- Quiz
- Video Submission

Module 4: Interest-Based Negotiation Professional Opportunities

- Readings
- Video Materials
- Worksheet
- Quiz

Module 5: Interest-Based Negotiation Course Summary & Conclusion

- Readings
- Video Materials
- Worksheet
- Quiz

Further Reading & Resources