

NEGOTIATION AND LEADERSHIP

Dealing with Difficult People and Problems

With in-depth, one-day sessions

PROGRAM ON NEGOTIATION
HARVARD LAW SCHOOL
EXECUTIVE EDUCATION



Three-Day Sessions

- ☐ April 7-9
☐ May 19-21
☐ June 16-18

One-Day Sessions

- ☐ April 10: The Odd Couple: Capturing the Power of Reason and Emotion in your Negotiations
☐ May 22: Practical Lessons from the Great Negotiators
☐ June 19: Women and Career Negotiation

One day: \$1,750 | Three days: \$3,497 | Combined four days (one + three days): \$4,497 – save \$750

Team discount: Groups of two or more qualify for a **\$500 discount** off of each registration.*

Program Registration

☐ Mr ☐ Ms ☐ Dr First Name _____ Last Name _____
Title _____ Organization _____
Address _____ City _____
State/Province _____ Country _____ Zip/Postal Code _____
Phone _____ Email _____
Full Name on Badge _____ Full Name on Certificate _____

Team Registration (others registering with me) Please include information for additional attendees

☐ Mr ☐ Ms ☐ Dr First Name _____ Last Name _____
Title _____ Organization _____
Address _____ City _____
State/Province _____ Country _____ Zip/Postal Code _____
Phone _____ Email _____
Full Name on Badge _____ Full Name on Certificate _____

Negotiation and Leadership	# Attending	x	Price per attendee	Cost
April 7-9		x	\$3,497	
May 19-21		x	\$3,497	
June 16-18		x	\$3,497	
One-day session	# Attending	x	Price per attendee	Cost
April 10		x	\$1,750	
May 22		x	\$1,750	
June 19		x	\$1,750	
Combined four days (one + three days)	# Attending	x	Price per attendee	Cost
		x	\$4,497	
*Team discount: \$500 per registration				
Total Cost				

Payment Options (Full payment is required prior to the program.)

☐ Check Enclosed (Please make checks payable in U.S. dollars to Harvard University.)

Credit Card: ☐ Visa ☐ Mastercard ☐ American Express Card Number _____ Expiration _____

Name on Card _____ Signature _____

Mail or fax completed form to customer service: Harvard University, P.O. Box 230, Boyds, MD 20841

Questions? In the U.S. call **1-800-391-8629**, outside the U.S. call **301-528-2676**; Fax **1-240-599-7679**; Email **pon@law.harvard.edu**.

Register online **www.executive.pon.harvard.edu**

Attendance at all programs will be reserved on a first-come, first-served basis. There are no special rates for non profit organizations.