

**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 15–17     September 16–18
- May 20–22     October 14–16
- June 17–19     December 9–11

**One-Day Sessions**

- April 18: The Odd Couple: Reason and Emotion
- May 23: Negotiating International Deals
- June 20: The Practical Art of Improvising
- September 19: International Negotiation
- October 17: The Power of a Positive No
- December 12: Bargaining with the Devil

**One day: \$1,597 | Three days: \$2,997 | Combined four days (one + three days): \$3,997 – save \$597**  
**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 15–17		x	\$2,997	
May 20–22		x	\$2,997	
June 17–19		x	\$2,997	
September 16–18		x	\$2,997	
October 14–16		x	\$2,997	
December 9–11		x	\$2,997	
One-day session	# Attending	x	Price per attendee	Cost
April 18		x	\$1,597	
May 23		x	\$1,597	
June 20		x	\$1,597	
September 19		x	\$1,597	
October 17		x	\$1,597	
December 12		x	\$1,597	
Combined four days (one + three days)	# Attending	x	Price per attendee	Cost
		x	\$3,997	
*Team discount: \$500 per registration				
<b>Total Cost</b>				

**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.*