



NYU

TANDON SCHOOL  
OF ENGINEERING

# NEGOTIATION



## Leadership Workshop

### Effective Negotiations

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Hosted online using Zoom.  
March 1, 2022 (11AM-1PM EST)  
March 8, 2022 (11AM-1PM EST)

Negotiating skills are essential for managers to achieve their goals. Managers negotiate every day with a variety of stakeholders, including their employers, supervisors, direct reports, vendors, and suppliers. More than this, however, managers negotiate intangibles, including expectations, ideas, and responsibilities. To be effective, managers need to acquire analytical skills to effectively plan, strategize, and discover superior solutions to their own and their organizational challenges. They also need negotiation skills to get others to accept and implement these solutions. The goal of this hands-on two-part workshop series is to help develop the negotiation skills needed to meet these challenges.