

Executive MBA in Negotiation and Executive Strategy

Career advancement depends on knowledge procurement and skill development. The Executive MBA in Negotiation and Executive Strategy provides business professionals with the resources to succeed in a highly competitive corporate world. Senior executives will engage with the latest, most advanced negotiation research as they develop a range of practical leaderships skills and bargaining strategies. The negotiation curriculum is customized to fit individual goals and schedules, but all executives completing the program return to the workforce with resolute decision-making skills and the power to become formidable leaders.

The program is designed as a seven-module system:

- I. Introduction: The Negotiation Process & Bargaining Styles
- II. Negotiation Strategies & Tactics
- III. Communication & Emotional Intelligence
- IV. Global Negotiation: Communication Technology & Distance Negotiations
- V. Negotiation Values: Trust, Ethics, & Morality
- VI. Negotiation Parties: Individual Roles & Negotiation Teams
- VII. Outcomes: Legal Aspects of Negotiation & Post-Negotiation

Individual course modules are conducted in five-day periods, every other month, for a total of 7 course modules over a 17-month period.

The Negotiations and Executive Strategy EMBA program is accredited by the International Association of Contract & Commercial Management (IACCM) in conjunction with the Marketwatch Centre for Negotiation. Sponsorship for the program is sourced from a wealth of supportive global business partners and the professors, speakers, and workshop trainers supplying expertise are recruited from a wide range of specialized sectors. Participants receive rigorous training from ten of the world's prominent negotiation and strategy specialists, and EMBA graduates build reliable connections to support career advancement and influence the global economy.

[Click here](#) to learn more about the Executive MBA program in Negotiation and Executive Strategy.