

«*Negotiation Skills for Researchers*»

Tutor	Dr. Valentin Ade, The Negotiation Studio
Organization	Graduate Academy
Language	Englisch
ECTS-Points	1.5
Nos. of participants	max. 16
Content	With project partners, funding organizations or supporting staff: most researchers negotiate several times a week. This course is about how your negotiations can become more successful – and less stressful. Using practical exercises, reflection and evidence-informed theory, you develop skills for creating and claiming value in negotiations. Preparing the transfer of these skills from the classroom to the real world, you also explore a concept for negotiation mindset development.
Reading list	Thompson, L. L. (2022). <i>The Heart and Mind of the Negotiator</i> . Pearson Prentice Hall.
Teaching method	Highly interactive, hands-on workshop with roles plays, discussion and reflection.
Charge	This Graduate Academy offering is directed at researchers, post-docs and doctoral students of the University of Lucerne and its partner institutions and is free of charge for these persons.