Fundamentals of Principled Negotiations
Online Program
Resolve Conflicts with Mutually Beneficial Results

Program starts 14 July 2021
Fundamentals of Principled Negotiations Online Program

Resolve Conflicts with Mutually Beneficial Results

OVERVIEW
Principled Negotiation focuses on managing and resolving conflicts with mutually beneficial results. The Fundamentals of Principled Negotiations Online Program introduces participants to the process of Principled Negotiation, which can offer a better way of reaching good agreements. This process can be used in everyday bargaining situations and conflict management, may it be inside the organization, outside the company, or even in family and social gatherings.

The Fundamentals of Principled Negotiations Online Program is a custom workshop built upon the Principled Negotiation approach by the Program on Negotiation (PON) at Harvard University. The Program on Negotiation (PON) is a university consortium dedicated to developing the theory and practice of principled negotiation and dispute resolution. Founded in 1983 as a special research project at Harvard Law School, PON includes faculty, students, and staff from Harvard University, Massachusetts Institute of Technology and Tufts University.

PROGRAM SCHEDULE
July 14, 16, 19, 21, 23, 2021
8:30 AM to 12:00 PM (GMT+08) on all dates

PROGRAM FORMAT
Delivered online via live virtual interactive sessions in Zoom

PROGRAM FEE
PHP 25,000.00 or USD 500.00
*Based on USD 1 =PHP 50. The prevailing exchange rate at the date of payment may apply.

YOUR PROGRAM FACULTY

Jose Adolfo M. Mariquit
Adjunct Faculty
Asian Institute of Management

To find out how you can participate, contact us at SEELL@aim.edu or visit https://go.aim.edu/seellinquiries

Download our latest program calendar at https://go.aim.edu/seellprogramcalendar
Your Program Faculty

Jose Adolfo M. Mariquit
Adjunct Faculty
Asian Institute of Management

Jam Mariquit has been working in the field of competitive intelligence (CI) for over 23 years, including three years in military intelligence. A pioneer of CI around the Asia Pacific region, he established the first CI knowledge process outsourcing (KPO) company in the Philippines in 2002 and has been involved in over a thousand intelligence projects worldwide. He has served global multinational companies by supplying them with critical market, Industry, company, and competitive intelligence in support of business plans, expansion programs, market entry, mergers and acquisitions, and strategy development. He has worked in Hong Kong, Singapore, Jakarta, Boston, and New York. He has also trained over 10,000 Asian executives and managers in the art and science of CI. He is an expert in strategy, intelligence, scenarios, wargames, and business consulting.