

## Chair 201 Workshop

Date: Friday, February 2, 2018

Topic: Negotiation Skills for Chairs

Speaker: Rami Zwick, Professor of Marketing, School of Business

### Suggested reading:

- Walter Kiechel, The Only Four-Page Guide to Negotiating You'll Ever Need, Harvard Management Update, Sep 1, 1996.
- James K. Sebenius, Six Habits of Merely Effective Negotiators, Harvard Business Review, Apr 1, 2001.
- David A. Lax, James K. Sebenius, 3-D Negotiation: Playing the Whole Game, Harvard Business Review, Nov 1, 2003.
- Danny Ertel, Getting Past Yes: Negotiating As If Implementation Mattered, Harvard Business Review, Nov 1, 2004.
- Deepak Malhotra, Max H. Bazerman, Investigative Negotiation, Harvard Business Review, Sept 1, 2007
- Deepak Malhotra, Gillian Ku, J. Keith Murnighan, When Winning Is Everything, Harvard Business Review, May 1, 2008.

*All of the above readings are very short Harvard Business Review articles. They are copyrighted (each cost about \$4 for an individual to buy). You can find them at <http://www.harvardbusiness.org/>*