NEGO TIA TIONS
THURSDAY 19 – SATURDAY 21 MAY 2011
This course may be limited to 8 - 12 participants

FEATURING
Dr Anne Lytle – Adjunct Faculty of Carnegie Mellon Univeristy – Australia, the University of Michigan and University of Melbourne and Director of Lytle and Associates Pty Ltd.

ADVANCED EDUCATION PROGRAM
Carnegie Mellon University - Australia's Advanced Education Program offers elite, practical and relevant professional development for executives and busy professionals. By selecting from a diverse range of Specialised Certifications or Executive Workshops, participants can ensure their skills are current and competitive, without the commitment of full-time or part-time study. This course may be available for credit towards a Masters degree from Carnegie Mellon University - Australia. However an increased registration fee commensurate with our degree programs may apply. Please contact the Admissions Office for more information on admissions@cmu.edu.au.

For more information on the Advanced Education Program, please visit www.cmu.edu.au/AEP.

ABOUT CARNEGIE MELLON UNIVERSITY’S SPECIALISED CERTIFICATIONS
Our unique suite of Specialised Certifications feature hand-picked courses from the demanding curriculum of Carnegie Mellon University’s top-ranked master degree programs. What’s more, courses are led by Carnegie Mellon University’s influential faculty and special lecturers from around the world. Neither the content, nor the format sacrifices Carnegie Mellon’s reputation for delivering world-class educational opportunities.

For a list of certifications currently available through the Advanced Education Program, please visit www.cmu.edu.au/AEP.

ABOUT THE COURSE
In today’s environment, negotiating is a critical skill for managers. Every day we are presented with negotiation opportunities ranging from multibillion dollar deals to simple single issue transactions. Those who understand negotiation strategies and tools are valuable assets to their organisations. This course presents a comprehensive overview of negotiation theory, strategy and practice backed by decades of evidence based research. Through a series of interactive negotiation simulations, you will learn and practice a variety of strategies and tools to be more effective in deal-making.

Content outline:
• Claiming value in negotiations: how to get more from your opponent, and how to protect yourself against the tactics of others
• Creating value in negotiations: how to increase the value you get from negotiated outcomes not only for yourself, but for your opponent as well
• A framework for multi-issue negotiations: how to claim and create value simultaneously
• The role of culture in negotiation
• Multi-party negotiations: discovering interests and influencing others

Key Benefits:
• Master the fundamentals of negotiation theory and practice
• Understand the difference between claiming and creating value
• Learn a framework to better prepare, position and structure negotiations
• Promote awareness of the strengths and weaknesses of your own style and assist in its development
• Gain greater confidence in negotiation situations
• Practice new skills in a supportive, low risk environment
• Leave with a tool-kit of relevant and immediately applicable skills
• Develop your strategic flexibility in negotiation processes across situations and people

This course studied in conjunction with ‘Conflict Management’ will provide you with practical tools and strategies for negotiation and conflict management, both deals and disputes, in an active, high-energy format.

REGISTER TODAY
T + 61 (0) 8 8110 9910
E admissions@cmu.edu.au
F + 61 (0) 8 8211 9444
W www.cmu.edu.au
REGISTRATION DEADLINE
Thursday 5 May 2011
This course may be limited to 8 - 12 participants.

COST
Tuition AUD $1,500 incl. GST ($1,200 incl. GST for South Australian Government employees).
Contact our Admissions Office to find out if you are eligible for tuition fee assistance.

ABOUT DR ANNE LYTLE
Dr Anne Lytle is an adjunct faculty of Carnegie Mellon University - Australia, the Ross School of Business, University of Michigan and Melbourne Business School, University of Melbourne. She is also the Director of Lytle and Associates Pty Ltd, which provides consulting and training to public, private and non-profit organisations specialising in organisational culture, leadership, negotiation, conflict management, emotional intelligence, and managing people for performance.

Her research interest in the role of culture in negotiation, conflict and organisational decision-making led Dr Lytle to serve as a faculty member at the School of Business and Management at Hong Kong’s University of Science and Technology for six years. During this time she served as a consultant to the United Nations in South-East Asia and as a principal investigator for the Hong Kong Government to encourage creativity and independent thinking in the Asian cultural context. Dr Lytle was also a member of the Organisational Behaviour faculty at the Australian Graduate School of Management for almost ten years, acting as Director and presenter for the core MBA leadership course, five popular executive programs, and a variety of customised corporate programs.

Dr Lytle has taught, presented, and consulted in Australia, Belgium, Canada, China, Denmark, Hong Kong, Hungary, Japan, Mexico, The Netherlands, New Zealand, Russia, Singapore, Spain, South Africa, Thailand, Vietnam, and the USA. She has published in top academic journals and is a Management, and an active member of the Academy of Management.

Dr Anne Lytle received her Bachelor of Science Degree from Cornell University in the field of Neurobiology and Behaviour, and her Masters and PhD in Organisational Behaviour from the Kellogg Graduate School of Management, Northwestern University.

VENUE
Carnegie Mellon University – Australia
220 Victoria Square, Torrens Building, Adelaide

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PROGRAM SCHEDULE

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<tr>
<th>Date</th>
<th>Time</th>
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<tbody>
<tr>
<td>Thursday 12 May</td>
<td></td>
<td>Participants receive pre-course reading materials</td>
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<tr>
<td>Thursday 19 May</td>
<td>3pm – 7pm</td>
<td>Course commences (light refreshments provided)</td>
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<tr>
<td>Friday 20 May</td>
<td>10am – 6pm</td>
<td>Course continues (meals provided)</td>
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<tr>
<td>Saturday 21 May</td>
<td>10am – 2pm</td>
<td>Course concludes (meals provided)</td>
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REGISTRATION FORM

FAX TO: +61 (0) 8 8211 9444

THIS COURSE MAY BE LIMITED TO 8 - 12 PARTICIPANTS

QUESTIONS ABOUT THE ADVANCED EDUCATION PROGRAM

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TO REGISTER

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F  +61 (0) 8 8211 9444
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Payments must be received 72 hours prior to the course commencement by cheque or transfer of funds

EFT Payment to: ANZ Bank
Account Name: Carnegie Mellon University, Tuition a/c
Account No: 837038545
Bank BSB Code: 015010
Bank Address: 121 King William St, Adelaide SA 5000 Australia

CARNEGIE MELLON UNIVERSITY – AUSTRALIA

220 Victoria Square
Adelaide, South Australia 5000 Australia