



NYU

TANDON SCHOOL  
OF ENGINEERING

# NEGOTIATION



AGREEMENT



SKILLS



COMMUNICATE



TACTIC



CONTRACT



COLLABORATION



GOAL

## Leadership Workshop

### Effective Negotiations

Presented by **Perry Atwal, MBA**  
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Hosted online using Zoom.  
September 14, 2021 (12-2PM EST)  
September 28, 2021 (12-2PM EST)

Negotiating skills are essential for managers to achieve their goals. Managers negotiate every day with a variety of stakeholders, including their employers, supervisors, direct reports, vendors, and suppliers. More than this, however, managers negotiate intangibles, including expectations, ideas, and responsibilities. To be effective, managers need to acquire analytical skills to effectively plan, strategize, and discover superior solutions to their own and their organizational challenges. They also need negotiation skills to get others to accept and implement these solutions. The goal of this hands-on two-part workshop series is to help develop the negotiation skills needed to meet these challenges.