

# Negotiation & Consensus Building (Series of 2 classes)

Facilitator: M. Watanabe (Assoc. Professor, Rikkyo Univ.)



- Any communication between two or more persons with an intention to influence or to persuade is negotiation. Negotiation are pervasive in business, government, academia, law and everyday life with family and friends. The problem of negotiation is that it often fail--deals are not made, relationships are damaged and money and time are wasted. Recognize possibilities for mutual gain is a possible solution for a successful negotiation and we need to learn a simple and systematic way to do it. This program will give you an opportunity to increase your self-awareness and diagnostic capability as a negotiator.

【Date etc.】 **14:00-18:30**

■ Day 1 ■

**17/JUL (Sat)**

@I7-Mishima Hall, Ookayama

■ Day 2 ■

**31/JUL (Sat)**

@I6-426, Ookayama



Although any of Tokyo Tech students, graduates or undergraduates, can apply the program, we will stop accepting applications once all the seats are taken.

For detail⇒

TOTAL Tokyo Tech 

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【Applications & Inquires】

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