

# Negotiation process for consensus building (Series of 2 classes)

Negotiation is pervasive in business, government, academia, law and everyday life with family and friends. The problem is that it often fail—deals are not made, relationships are damaged and money and time are wasted. Recognizing 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 class will give you an opportunity to increase your self-awareness and diagnostic capability as a negotiator.



**[For details/Applications]→**



**[Date etc.]**

Event for  
"Tokyo Tech SPRING"  
students



■ Day 1 ■

**20/JUL (Sat) 13:00-18:00**

**@S4-202, Ookayama Campus**

■ Day 2 ■

**27/JUL (Sat) 13:00-18:00**

**@S4-202, Ookayama Campus**

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

**[Inquires]**

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