

“What for”- Elective Integration Course in Applied Management & Leadership

Successful Negotiations

Code: M3609

Anticipating and creating win-win solutions

Course objectives:

BSL’s elective course in Successful Negotiations will equip you with a clear understanding and concrete tools to achieve a maximum result in any negotiation you may be involved in. The ability to anticipate and create win-win solutions will be practiced in real-life simulations and practical exercises. The course will cover:

- Managing the negotiation process through diagnosis, structure and strategy in order to create a win-win situation
- The art of simplifying complex solutions by turning potential conflicts into trigger moments
- Building relationships based on listening skills and integrity to achieve one’s goal by giving others what they need
- The dynamics of multi-party negotiations including coalition building
- How to avoid common negotiating mistakes

Dr. Richard A. Pai, Senior Professor

Dr. Richard Pai began teaching at Business School Lausanne in 1989 and gives the Successful Negotiations course. He is managing director of the consulting firm RP Associates Sarl where he facilitates investment ventures between India and European countries. Pai has over thirty years of corporate management experience including work with Saudi Basic Industries Corporation (SABIC), Warner Electric International, Grace Industrial Chemicals, Motorola Europe and Gulf & Western International. Pai’s dedication to the academic world extends beyond BSL, with assignments at the Swiss Business School in Zurich and the American Graduate School of Business in Vevey.

Pai earned his Ph.D in Finance from the University of Lausanne and was a research associate for the IMD. A Swiss an Indian citizen, Pai holds a Master’s Degree in Economics from the University of Bombay, and a Bachelor’s Degree in Economics from the University of Madras.

Additional Information:

Course Module: 26.5 hours in which there are 21.5 course hours and 5 hours of teamwork
10 hours of pre-course work due 1 week prior to course start.
20 hours of post-course work due 2 weeks after course completion.
This course includes a 6 hour individual reading requirement.

Dates: See calendar

Successful Negotiations is an elective integration course which may be taken at anytime after completing the foundation part the BSL MBA program. In order to complete the integration part, you need to successfully finish a total of 6 “What for” courses, including 3 electives.

Course Benefits

Relevant to current business practices, BSL’s MBA level courses are designed to enable participants to apply new insights and business skills through teamwork and interactive learning in a multicultural environment.