

Negotiate successfully: five moves to achieve buy-in



In a nutshell

- The best outcome requires more than just having an idea of what you want to achieve...
- Join fellow alumni for an evening full of negotiations and (re-)connect with them in a highly interactive and hands-on setting
- Think about strategies & tactics during a thought-provoking presentation, apply your skills in a challenging real-life simulation, and take part in an engaging panel discussion with seasoned negotiators
- Speakers and panelists include: Carola Paschola MBA '95, Sabine Stricker-Kellerer LL.M. '83, Volker Baas MPA '88, Philipp Fischer LL.M. '09 and René A. Pfromm LL.M. '08

Agenda

17:30–17:45	Welcome
17:45–18:15	Presentation
18:15–19:45	Negotiation simulation
19:45–20:30	Panel discussion and Q&A

Your hosts

This event is hosted jointly by the Harvard Law School Association of Europe, the Harvard Club Rhein-Main and PFROMM NEGOTIATIONS. We thank Taylor Wessing for sponsoring the evening.



Harvard Club
Rhein-Main

TaylorWessing

Time

4 May 2017
17:30–20:30

Venue

Taylor Wessing
Thurn-und-Taxis-Platz 6
60313 Frankfurt am Main

Registration

Seats are limited. To register, please write an e-mail to:
info@rhein-main.harvard-club.de