



# DEVELOPMENT DAY

September 20, 2019  
Radisson Blu Aqua

# CHICAGO

## FUNDAMENTALS OF NEGOTIATION STRATEGIES

In this session, participants will learn about the most fundamental and important features of negotiation. At its core, this session is meant to provide participants with a survey of the main characteristics that define a negotiation and a few basic tools to help them begin to achieve greater success. Participants will also discover common mistakes that people make when they negotiate.

### LEARNING OUTCOMES:

By the end of this session, participants will:

- Learn the most common 'traps' of negotiation
- Learn about BATNAs, ZOPAs, reservation points, and targets
- Learn the distinction between positions and interests
- Learn to differentiate distributive from integrative negotiations
- Learn about the power of perspective taking
- Practice basic integrative negotiation (+ debrief takeaways)

### SPEAKER:



**Gail Berger, Assistant Professor of Instruction, Northwestern University, Kellogg School of Management, McCormick School of Engineering, School of Communication**

Gail Berger is an Assistant Professor of Instruction at Northwestern University in the Kellogg School of Management, the McCormick School of Engineering, and the School of Communication. She is also an experienced executive coach and leadership development expert who is passionate about helping leaders and teams achieve their goals and improve their performance and effectiveness.

She brings professional and academic experience in the areas of talent development and assessment, conflict resolution, and team dynamics. She works with clients across a variety of industries, including, consumer services, education, engineering, financial services, hospitality, and the non-profit sector. Career highlights include the design, development and implementation of team building programs for clients that have harnessed coaching as a cornerstone for program success. In addition, she has won teaching awards, including Instructor of the Year at Northwestern's School of Education and Social Policy, and she has published in leading journals and presented at National conferences.

Gail received her Ph.D. in Management and Organizations from the Kellogg School of Management, Northwestern University. She also holds a M.Ed. in Administration and Supervision from Loyola University and a B.A./B.S. in Psychology and Elementary Education from Boston University. She has blended her background in education, business and psychology to create a powerful approach to team building, leadership development, and executive coaching. By combining purposeful reflection, candor and support she guides individuals to lasting behavior change so that they can be more effective. According to her clients her core strengths lie in her ability to ask thought provoking questions that push them to think about issues differently, as well as her keen insights about situations and human interaction.

Gail is committed to helping individuals, teams and organizations attain their learning goals and growth objectives. Some of her work includes:

- Assessing key talent, as well as evaluating career transitions and inflection points
- Managing key stakeholder relationships more effectively and building effective collaborations with a foundation of trust and mutual respect
- Developing and changing organizational culture to enhance individual and team performance
- Fostering leadership capacity by accelerating the emergence of core leadership competencies like, conflict management, delegation and emotional intelligence