

A CT Transportation Leadership Program ELECTIVE Workshop



The Art of Negotiation

This course will give a clear overview of the principle-based (Win-Win) negotiation model. Learn how to effectively negotiate anything based on the Harvard Negotiation Project's approach to conflict resolution.

You will learn how to:

- Separate people from the problem.
- Focus on interests, not positions.
- Develop your BATNA.
- To regulate your emotions and the emotions of others.



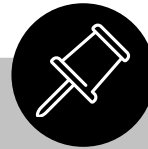
Session is 9:00am - 1:00pm



Must participate in the entire session to receive credit.



\$125 - State and Municipal



March 13, 2025
Virtual Session

Who Should Attend

This workshop is open to members of the Transportation Leadership Program – current cohorts and alumni are welcome!

Please visit s.uconn.edu/t2schedule to register online.

Questions regarding registration please contact Regina Hackett at regina.hackett@uconn.edu

