



Training & Technical  
Assistance Center

CT TRANSPORTATION INSTITUTE

UNIVERSITY OF CONNECTICUT

# 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.



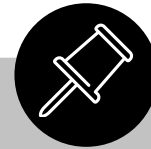
**Session is 9:00am - 1:00pm**



**Must participate in the entire session to receive credit.**



**\$125 - State and Municipal**



**February 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](https://s.uconn.edu/t2schedule) to register online.

Questions regarding registration please contact Regina Hackett at [regina.hackett@uconn.edu](mailto:regina.hackett@uconn.edu)

[T2Center.uconn.edu](https://T2Center.uconn.edu)

