



INTERNATIONAL
MANAGEMENT SCHOOL
GENEVA

PROGRAM ON NEGOTIATION
HARVARD LAW SCHOOL
EXECUTIVE EDUCATION



PON GLOBAL—GENEVA

AN INTENSIVE THREE-DAY NEGOTIATION PROGRAM FOR EXECUTIVES

Based in Geneva, in partnership with IMSG, held at Campus Biotech

December 2-4, 2019



Supporting our mission to improve the theory and practice of negotiation around the world, the Program on Negotiation (PON) at Harvard Law School is pleased to launch a new and innovative blended learning program, PON Global. Composed of dynamic videos and video conferencing segments that feature senior PON faculty and facilitated by an on-the-ground PON instructor, this groundbreaking program brings PON's negotiation concepts, techniques, and curriculum to people around the world.

THE PROGRAM

This three-day program takes place at designated partner facilities in host countries, and largely mirrors the extremely popular Executive Education program that PON has offered in Cambridge, Massachusetts, for more than 30 years: Negotiation and Leadership.

Featuring time- and road-tested curriculum that has been utilized by more than 30,000 executives, PON Global provides a framework for negotiation—equipping participants to overcome barriers, manage conflict, and achieve better outcomes at the bargaining table.

In this program, participants have the opportunity to test their beliefs and assumptions, overcome emotional and rational biases, examine complex negotiation scenarios, and discover a range of cooperative and competitive negotiation strategies. In video sessions featuring our expert faculty, executives broaden their understanding of negotiating concepts, acquire proven negotiating techniques, and have the opportunity to put their learning into practice through in-class exercises.

THE REQUIREMENTS

This exclusive program admits a select group of participants per session. All participants must speak English fluently.

THE CERTIFICATE

Participants who take part in all sessions and negotiation simulations will receive a certificate of completion from the Program on Negotiation.

THE FACULTY

PON-trained instructors engage participants in interactive exercises and role-plays that allow them to apply new concepts and lessons to real-world negotiation scenarios. Dynamic video sessions and virtual “chats” feature PON faculty—the same expert negotiators, professors, researchers, and thought leaders who teach PON's on-the-ground courses in Cambridge, Massachusetts.

LANGUAGE OF INSTRUCTION

The language of instruction for the course is English. Participants must be able to communicate at a business level in English.

www.pon.harvard.edu/pon-global/

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ABOUT THE VENUE

Campus Biotech

Campus Biotech is a Swiss center of excellence in biotechnology and life sciences research focusing on three domains: Neuroscience & Neurotechnology, Digital Health and Global Health. Campus Biotech was created to cross boundaries between disciplines and sectors, providing a unique ecosystem that brings academic, clinical, industrial and entrepreneurial actors together.

The city of Geneva has a long tradition of hosting international organizations. This acknowledges not only its pivotal role in terms of cooperation but also its position at the forefront of multilateral diplomacy. There are 179 states represented in Geneva, and the city is home to 37 international institutions, organizations and secretariats such as the United Nations (UN), the World Health Organization (WHO), the International Labor Organization (ILO), and the International Committee of the Red Cross (ICRC). It also hosts more than 400 non-governmental organizations (NGOs).



Address

Chemin des Mines 9
1202, Geneva, Switzerland
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Getting Here

Bus lines	1, 11, 25 - stop Jardin Botanique
Tramway	15 - stop Maison de la Paix
Train	CFF - stop Genève Sécheron
Mouette	Line 4 - stop De-Châteaubriand
Car Parking	geneve-parking.ch/fr/parkings/prsécheron



TO REGISTER

To apply to attend the course, please complete the online registration process accessible at imsgeneva.ch/pon-global/. The tuition fee is CHF 4'800, including all course materials, lunches and coffee breaks. Register before September 15 and benefit from an early bird fee of CHF 4'400. Group discounts are also available to organizations that enroll at least three participants. Only one discount may be applied per participant. Please note that enrollment is not guaranteed until payment has been received.

FOR MORE INFORMATION

For any queries, please contact ponglobal@imsgeneva.ch.

For more information on the course, please visit:

pon.harvard.edu/pon-global/ imsgeneva.ch/pon-global/

