



PROGRAM ON NEGOTIATION
HARVARD LAW SCHOOL



THE TRANSITION

CORPORATE EDITION

“The Transition” is a dynamic, immersive multi-constituency exercise created at Harvard University. It challenges every team member of an organization to develop stronger leadership, team-building, and negotiating skills. Unrivaled in complexity, this one-of-a-kind, intensive exercise provides an unparalleled training experience and revolutionizes the way your team will master its most pressing negotiation challenges.



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CORPORATE EDITION

A CONNECTED WORLD REQUIRES A DIFFERENT KIND OF TEAM

Developed and administered by leading experts in negotiation, the corporate and non-profit training edition of this transformational exercise will help you perfect the skills to:

- **Create** and claim value by building sustainable agreements
- **Maximize** the potential of every member of your organization
- **Build** a resilient, cooperative team that gets better deals
- **Strengthen** your organization's ability to identify and contain risks
- **Identify** the issues within a counterpart's positions
- **Develop** cross-cultural awareness necessary for the globalized world

LEARNING BY IMMERSION

Each participant is given a unique role and dossier, outlining their aims and objectives within an intricate scenario based on the transition from civil war to a negotiated peace agreement in Afghanistan.



THE EXERCISE AND YOUR ORGANIZATION

- Designed by negotiation experts at Harvard University, the Transition delivers a **high-impact skill-building experience** for business and non-profit professionals that we bring directly to your organization.
- Based on a **highly realistic scenario**, the exercise takes participants into the unfamiliar world of entrenched international conflict, where they have to **negotiate lasting deals** that withstand unstable economic and political conditions.
- Our team at the Program on Negotiation will work with your institution to **determine the right scope and scale** of the exercise that best fits the needs of you and your team.

BOOK THE EXERCISE

Harvard Law School, Program on Negotiation, Teaching Negotiation Resource Center, 1563 Massachusetts Avenue, 02138 Cambridge, MA.

Contact: tnrc@law.harvard.edu

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"The art of negotiation is a skill that I work to refine daily to meet my professional responsibilities. It was only through this exercise that I've had the chance to exercise these skills outside of my comfort zone. This newfound confidence will be transferred to other realms of life, be it professional or personal. There really isn't anything else out there like this."
Staff Member, Non-Profit Organization

"Having conducted and supported operations up to and including the national level, I can say conclusively, Brian Mandell and Arvid Bell lead a negotiation practicum that excels in relevancy. The cadre devotion to education is simply unparalleled. I can give no higher recommendation."
LCDR (name redacted); US Navy SEAL; Chief of Naval Operations Politico-Military Master's Scholar

LOGISTICS

Participants: 66 to 80

Timeframe: 1.5 to 4 days

Venue: 7 separate rooms, to be provided at host location

Administrative team: Our team of experienced trainers from the Program on Negotiation at Harvard will prepare, administer, and monitor the exercise for you.