



PROGRAM ON NEGOTIATION
HARVARD LAW SCHOOL



THE TRANSITION

ACADEMIC EDITION

“The Transition” is a dynamic, immersive multi-constituency exercise created at Harvard University. Featuring a uniquely complex scenario based on real events, it provides instructors an opportunity to enrich their curriculum with powerful negotiation and conflict resolution ideas, tools, and techniques.



THE TRANSITION

ACADEMIC EDITION

SUCCESS IN A CONNECTED WORLD DEPENDS ON COLLABORATION

Developed and administered by leading experts in negotiation, the Academic Edition of this transformational exercise will help students and educators develop the skills to:

- **Identify** the core issues within a counterpart's positions
- **Recognize** ways to overcome barriers to turning ideas into action
- **Collaborate** with unlikely partners to forge sustainable agreements
- **Adapt** quickly to a changing environment
- **Encourage** cross-cultural sensitivity under difficult circumstances
- **Create** inclusive, sustainable ways of implementing a vision

LEARNING BY IMMERSION

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



THE EXERCISE AND YOUR ORGANIZATION

- Designed at Harvard University, the Transition incorporates lessons from cutting-edge research, delivering a **rich, realistic scenario** based on the interconnected conflicts in Central Asia that challenges students to put ideas into collaborative action.
- A **self-contained, safe environment**, the Transition lets students test what they have learned in the classroom, make mistakes, and learn new ways to solve problems effectively and creatively.
- You can work with our team to bring the exercise to your institution as a **one-time, stand-alone event**, or work directly with us in advance to **integrate it into your existing courses**.

BOOK THE EXERCISE

Harvard Law School, Program on Negotiation, Teaching Negotiation Resource Center, 1563 Massachusetts Avenue, 02138 Cambridge, MA.
Contact: tnrc@law.harvard.edu



"The Transition made up two of the most intense, challenging and educational days of my life. I am grateful for the mistakes I made and the lessons I was able to learn. It pushed me out of my comfort zone and provided the opportunity for invaluable learnings."

*MPP Student,
Harvard University*

"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.