

Download How To Master Negotiation

Bio. Grégoire Mallard is Co-Director of the Executive Master in International Negotiation and Policy-Making programme and Associate Professor in the Department of Anthropology and Sociology at the Graduate Institute, Geneva. Intimidated by negotiations? Focus on these five simple negotiation skills first and get much better. Negotiation is a skill well worth mastering - by putting some simple techniques into practise you could save thousands, and this course will show you how. Course Ratings are calculated from individual students' ratings and a variety of other signals, like age of rating and reliability, to ensure that they reflect course quality fairly and accurately.