

ACTIVE TRAINING IN NEGOTIATION SKILLS UCP 2019

Module		Faculty	Month	Day		Schedule
The Negotiator's Toolkit	Claiming Value in Negotiation	João Matos	set-19	23	Monday	9:30am - 12:30pm
	Creating Value in Negotiation					2:00pm - 6:00pm
Advanced Negotiation Tools	Team Negotiation			24	Tuesday	9:30am - 12:30pm
	Difficult Situations					2:00pm - 6:00pm
Conflict Resolution Tools: Internal Negotiation				25	Wednesday	9:30am - 12:30pm
Departure to Arraiolos* Harvest Experience at Monte da Ravasqueira						1:30pm - 10:30pm

Total length: 17,5 hours

Venue: CATÓLICA-LISBON - Lisbon, Portugal

*This program is optional.

Faculty

João Matos

Professor at Católica Lisbon School of Business & Economics (CLSBE) since 1995, having as main interests negotiation, conflict management, interpersonal communication and persuasion, topics he has been addressing in executive training for a vast array of Portuguese and international companies

Coordinator of the CLSBE's programs "The 3 Pillars of Professional and Personal Success: Communicating, Persuading and Negotiating" and "Specialization Program in Negotiation"

Certified in Negotiation Research & Teaching by the Dispute Resolution Research Center, Kellogg School of Management, and certified in Business Communication by the American Management Association.