

Harvard Negotiation Workshops and Courses:

FALL 2023 COURSES:

SCHOOL	COURSE NUMBER	COURSE TITLE	UNITS	FACULTY
GSD	7455	Negotiation for Planners (Fall 1)	2	Berkman, Fairman
HKS	MLD 201	Exercising Leadership: The Politics of Change ¹	4	Chipungu, O'Brien
HKS	MLD 220M	Fundamentals of Negotiation Analysis and Practice ² (Fall 1)	2	Minson, Mandell

1. Attendance at first class required. Occasional evening meetings. Please note, while this course allows cross-registration, priority is given to HKS students and historically there has been high levels of interest with minimal openings for non-HKS students.

2. Enrollment open to MPP students only.

WINTER/J-TERM 2024 COURSES:

SCHOOL	COURSE NUMBER	COURSE TITLE	UNITS	FACULTY
HKS	IGA 353M	Frontline Negotiation Lab: Addressing the impact of climate change on local communities ¹ (Jointly offered by HSPH)	2	Bruderlein
HKS	MLD 202	Leadership from the Inside Out: The Capacity to Lead and Stay Alive—Self, Identity, and Freedom ²	4	Heifetz
HKS	MLD 280	Advanced Workshop in Multiparty Negotiation and Conflict Resolution ³	4	Mandell
HLS	2195	Negotiation Workshop (application deadline noon, 10/4) ⁴	4	Mnookin
HSPH	GHP 543	Frontline Negotiation Lab: Addressing the impact of climate change on local communities ¹ (Jointly offered by HKS)	2	Bruderlein

1. To apply, students should follow this [link](#). The application deadline for this year's field study course is September 30th, 2023. Applications to the Frontline Negotiation Lab are reviewed on an ongoing basis. Pre-selected students will be invited to the first round of interviews on Zoom during the first week of October. The final selection of students will take place on October 20th. If you have any questions, please contact Claude Bruderlein, Faculty Instructor, at cbruderl@hsph.harvard.edu. This class will begin on January 2 and end on January 19 and follows the HSPH academic calendar.

2. Attendance at the first class is required. This class will begin on January 3 (Tuesday) from 1:00-5:30pm. The class will then meet 9:00am-5:30pm on January 4-7 (Wednesday-Saturday) and January 9-13 (Monday-Friday). MLD-202 (January) has a prerequisite of MLD-201.

3. Enrollment is open to HKS/GSD dual degree students. Prerequisite: MLD-215, MLD-220M, MLD-223, MLD-224, MLD-232, or MLD-283M. MLD-280 is offered in an intensive format in January. MLD-280 and HLS 2195 (the HLS Negotiation Workshop), may not both be taken for credit. This class will begin on January 3 (Tuesday) from 1:00-6:00pm. The class will then meet 9:00am-6:00pm on January 4-7 (Wednesday-Saturday) and January 9-13 (Monday-Friday).

4. Cross-registrants interested in taking the Workshop must participate in the online application process for the Workshop. For more information, please visit the course website: <http://hnmcp.law.harvard.edu/application-crossreg/>.

SPRING 2024 COURSES:

SCHOOL	COURSE NUMBER	COURSE TITLE	UNITS	FACULTY
HKS	IGA 455	Environmental Politics: Persuasion, Advocacy and Negotiation ¹	4	Wentworth
HKS	MLD 201	Exercising Leadership: The Politics of Change ²	4	O'Doherty
HLS	2195	Negotiation Workshop (application deadline noon, 10/6) ³	4	Sheila Heen

1. Students who have not taken a course in negotiation will be required to attend a half-day review session during the first week of class.

2. Attendance at first class required. Occasional evening meetings. Please note, while this course allows cross-registration, priority is given to HKS students and historically there has been high levels of interest with minimal openings for non-HKS students.

3. Cross-registrants interested in taking the Workshop must participate in the online application process for the Workshop. For more information, please visit the course website: <http://hnmcp.law.harvard.edu/application-crossreg/>.