

Harvard Negotiation Workshops and Courses:

FALL 2024 COURSES:

| SCHOOL | COURSE NUMBER | COURSE TITLE | UNITS | FACULTY |
|--------|---------------|--|-------|-------------------|
| 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 is open to dual MUP/MPP students only.

WINTER/J-TERM 2025 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 280 | Advanced Workshop in Multiparty Negotiation and Conflict Resolution ³ | 4 | Mandell |
| HLS | 2195 | Negotiation Workshop (application deadline noon, 10/4) ⁴ | 4 | Todd, Stone, Eckblad |
| 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](#). Applications to the Frontline Negotiation Lab are reviewed on an ongoing basis. If you have any questions, please contact Claude Bruderlein, Faculty Instructor, at cbruderl@hsph.harvard.edu. The class will meet 9:00 am-5:00 pm from January 13 -17 (Monday – Friday).

2. Attendance at the first class is required. MLD-202 (January) has a prerequisite of MLD-201.

3. Enrollment is open to dual degree HKS/GSD 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. The class will meet 9:00 am-6:00 pm on January 6-17 (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:

<https://hnmcp.law.harvard.edu/courses/#negotiation-workshop>

SPRING 2025 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 |

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|-----|---------|--|---|----------------------------|
| HKS | MLD 202 | Leadership from the Inside Out: The Capacity to Lead and Stay Alive—Self, Identity, and Freedom (Spring 1) ³ | 2 | Chipungu, O'Doherty |
| HLS | 2195 | Negotiation Workshop (application deadline noon, 10/4) ⁴ | 4 | McGaraghan, Heen, Chaffers |

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. Attendance at the first class is required.

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:

<https://hnmcp.law.harvard.edu/courses/#negotiation-workshop>