



GRADUATE EDUCATION

MASTÈRE SPÉCIALISÉ: BUSINESS NEGOTIATION & CONFLICT RESOLUTION

**NEGOTIATE AND MAKE MUTUALLY PROFITABLE
& LASTING DEALS**

100% IN ENGLISH / PARIS



With the Mastère Spécialisé in Negotiation & Conflict Management, give yourself the strategic and operational keys to develop innovative solutions and build agreements with mutual satisfaction. It is essential to master the most modern negotiation techniques based on neuroscience and digital transformation. With its tools, you will have a competitive advantage to reduce purchasing costs, increase the value of contracts for you and your customers, optimise your probability of reaching an agreement with better productivity. This comprehensive and multidisciplinary training provides an innovative approach to the vast field of complex negotiations, whether in the commercial or social field or between private and public entities.



Dr Irena DESCUBES, Programme Director
Dr Yann Duzert, Programme Director

IRENA DESCUBES
PROGRAMME DIRECTOR



YANN DUZERT
PROGRAMME DIRECTOR



KEY ELEMENTS



1 individual project



Paris



Practitioners in negotiation

PROGRAMME

■ Innovation and entrepreneurship with a new negotiation technique

Innovation in strategic engineering | Neuroscience Applied to Negotiating Influence | Negotiation in the digital age

■ Negotiating and Intercultural Business Organisation Strategy

Organisational context | Intercultural context with the Muslim world | Corporate Strategy and Creative Design Thinking in China, Panama or Brazil | Identity Management and Corporate Culture | Social Relations and Alternative Dispute Resolution | Case studies | The relationship with angry people

■ Entrepreneurship: Complex Negotiations Strategy and Governance

Organisational climate | Collaborative Governance | Associative and public context | Conflict of interest and political lobbying | Economy, regulation | Management of complex projects

■ Behavioral

Etiquette, body language and civility | Complex Negotiations and Crisis | Confidence and Ethics

■ Special Topics

Negotiation and Mediation | Intelligence and Intercultural skills | Purchases and Sales

ADMISSION

REQUIREMENTS:

TOEIC 800 or equivalent
Bachelor with working experience

DIPLOMA:

A diploma from Rennes School of Business
Mastère awarded by the Conférence des Grandes Écoles, Level 7, BAC+6

TUITION FEES:

15,200€

DURATION:

12 months, part time
3 days per month

START DATE:

October 2020

TEACHING LANGUAGE:

English

PARTICIPANTS PROFILE:

Sales, purchasing, HR, anyone involved in negotiation techniques

