

NEGOTIATION – Game theory applied to negotiation

Level	Fee
Advanced	€ 400

e-Modules' titles	Objectives	Content
THE COOPERATIVE VS THE NON-COOPERATIVE APPROACH	This module aims at understanding the game theory of negotiation typologies: - understanding the benefits & challenges of the cooperative approach & the non-cooperative approach to ensure success of the adopted posture	1. Cooperative vs non-cooperative approach 2. The success factors of each approach 3. Can you be cooperative & competitive at the same time?
THE ZERO-SUM VS THE NON-ZERO-SUM GAME	This module aims at understanding the game theory of negotiation typologies: - understanding the benefits & challenges of the zero-sum approach & the non-zero-sum approach to ensure success of the adopted negotiation posture	1. Zero-sum game 2. Zero-sum game & Nash Equilibrium 3. Non-zero-sum game
THE SIMULTANEOUS VS THE SEQUENTIAL NEGOTIATION GAME	This module aims at understanding the game theory of negotiation typologies: - understanding the benefits & challenges of the simultaneous approach & the sequential approach to ensure success of the adopted negotiation posture	1. A simultaneous negotiation scenario 2. A sequential negotiation game 3. Simultaneous vs sequential negotiation game
THE SYMMETRIC VS THE ASYMMETRIC NEGOTIATION GAME	This module aims at understanding the game theory of negotiation typologies: - understanding the benefits & challenges of the symmetric approach & the asymmetric approach to ensure success of the adopted negotiation posture	1. What are symmetric & asymmetric games in negotiation? 2. Strategies in symmetric/asymmetric negotiation games
PARTIAL VS COMPLETE VS PERFECT INFORMATION GAME	This module aims at understanding the game theory of negotiation typologies: - understanding the benefits & challenges of the 3 different levels of information to ensure success of the negotiation posture	1. The different levels of information when negotiating 2. Applying the information game to negotiate