Negotiations & Conflict Resolution

- ELPA/special course 5957/6957 * Summer Session 1 (only)

What?

This highly interactive workshop/seminar explores negotiation to create value and to resolve disputes. This course consists of case studies, hypotheticals, games and discussion of the latest negotiation research from several academic fields. You will learn skills, strategies and tactics for negotiation from some of the best negotiators in business, international relations and law.

Who needs it?

Upper level and graduate students in professional, business and public health disciplines.

Why?

- Negotiation is essential:
  - In getting your first professional position
  - In negotiating your salary and benefits
  - In most of your professional endeavors

- Conflict Resolution is essential:
  - In day to day workplace disputes
  - In dealing with distressed clients, patients and customers
  - In dealing with the organization in which you work
  - In addressing community, domestic and other issues

Who?

Edward J. Kelly, University Counsel and an Adjunct Professor of Law at Appalachian School of Law, has taught negotiation and Dispute Resolution in Eastern Europe and Central Asia as a Fulbright Scholar and as a Fulbright Senior Specialist.

Sunny Sandos, JD is an attorney practicing law in Greeneville, Tennessee.