




# NEGOTIATION – Game theory applied to negotiation

Level	Available languages	Fee
Advanced	  	€ 400

e-Module titles	Objectives	Content
GAME THEORY APPLIED TO NEGOTIATIONS (1): COOPERATIVE / 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?
GAME THEORY APPLIED TO NEGOTIATIONS (2): ZERO-SUM / NON ZERO-SUM APPROACH	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 4. Conclusion: from zero to non-zero-sum game
GAME THEORY APPLIED TO NEGOTIATIONS (3): SIMULTANEOUS / SEQUENTIAL APPROACH	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
GAME THEORY APPLIED TO NEGOTIATIONS (4): SYMMETRIC / ASYMMETRIC APPROACH	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
GAME THEORY APPLIED TO NEGOTIATIONS (5): PARTIAL / COMPLETE / PERFECT INFORMATION APPROACH	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