



HARVARD
HUMANITARIAN
INITIATIVE



Frontline Associates
REACHING ACROSS THE DIVIDE

Managing Complex and High-Stakes Negotiations: A Senior Executive Course

Course Schedule and Logistical Details

1. Schedule:

March 16 – 20, 2026

Five-day intensive program (Monday to Friday).

2. Duration and Format:

Five highly interactive Zoom sessions with Miro support.

8:00 AM - 12:00 PM Boston time (12:00 PM - 4:00 PM UTC)

3. Content Structure:

- Interactive Exercises: Case-based exercises to apply negotiation concepts, tools and methods in real-world scenarios
- Quizzes: Regular quizzes to reinforce key learning points
- Expert Insights: Sessions with visiting experts offering specialized knowledge and real-world perspectives

4. Certification

Participants who complete successfully all the requirements of the course will receive a *Certificate of Completion* delivered by the Harvard Humanitarian Initiative.

To apply, click [here](#).

5. Fee:

USD 2,200 for the 20-hour course (including access to the AI Negotiation Challenge Platform until May 2026).

6. Contact:

For more information about the registration process, please contact:

- **William Wang** Program Manager, Program Manager, Online Learning,
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