



Negotiations Course

Learn how to communicate effectively by taking MSB 490R Negotiations, Section 002 (2 credit hours), Mondays 3:30–5:30 p.m., W240 TNRB, during winter semester. If interested, add yourself to the wait list if the section is full or if the wait list is long. There is a good chance we will add many more students.

Instructor Stan Christensen is a former BYU international relations major who has taught negotiations at Stanford for almost twenty years and is a managing director at Arbor Advisors (www.arboradvisors.com), an investment bank for entrepreneurs based in Palo Alto. Christensen began his career working in corporate finance on Wall Street and then worked as a negotiation advisor with the consulting arm of the Harvard Negotiation Project. In this capacity, he traveled to over seventy-five countries and worked with corporations and governments, negotiating transactions, and mediating conflicts. You will be learning from one of the best!

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