

Deal Maker™

THE NEGOTIATION GAME

DEAL MAKER™

NEGOTIATION STRATEGY
CEMS MIM Programme
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UNIQUE FEATURES

Deal Maker™
THE SMART WAY TO GROW



EVOLVING BUSINESS RELATIONSHIP



INFORMATION IS CRITICAL



NEGOTIATE CREATIVE DEALS



INTERPERSONAL DYNAMICS



360° FEEDBACK

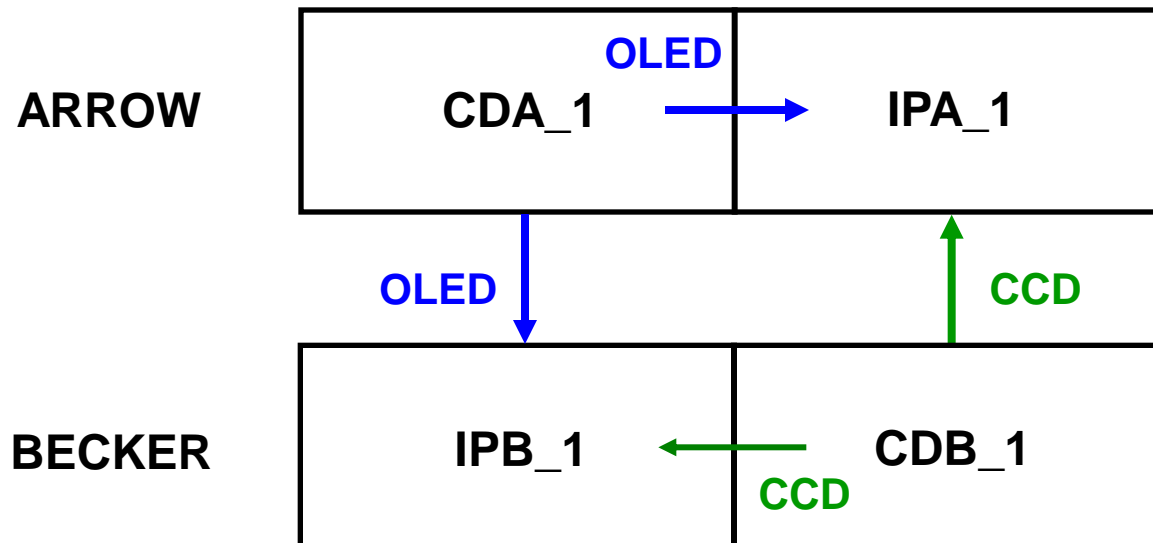


PERSONAL GROWTH

A COMPLEX WEB OF NEGOTIATIONS...

FOUR PARALLEL AND INDEPENDENT GAMES: GAMES 1, 2, 3 AND 4

EXAMPLE (GAME 1):



The four teams engage in a number of face-to-face negotiations that are embedded in an ongoing business relationship

A TYPICAL NEGOTIATION

PREPARE

- ▶ Read Get Started
- ▶ Study your Confidential Instructions
- ▶ Address your questions to Neginfo™
- ▶ Plan your Agenda
- ▶ Discuss your negotiating strategy within your team

NEGOTIATE

- ▶ Engage in face-to-face negotiations with your counterpart
- ▶ Register your agreement (or no deal) before the Negotiation Deadline!

ENTER DATA

- ▶ The computer guides you through a sequence of self-explanatory menus
 - Agreement
 - Decisions
 - Process Assessment

THE VERDICT

- ▶ Debriefing and Class Discussion

ANALYZE

- ▶ Detailed Individual Feedback from Computer

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NOW IT'S YOUR GAME...GET ON TO IT!

GAME 1

CDA_1

ALESSANDRO GISCO
MARKUS MEDHUS

IPA_1

ANDERS HEREIDE
NATSUMI USHIYAMA
OLIVE VAN WASSENHOVE

CDB_1

PRATIGYA TOMAR
VALERIA TESO

IPB_1

ARNAUD PETERS
HELENA BERKMANN
PEIYAO HUANG

GAME 2

CDA_2

GUILLAUME LALANCETTE
VALENTINA BERNARDO

IPA_2

LOUISE KOENIG
TOBIAS KOCZIAN

CDB_2

INÊS FRAZÃO
MIGUEL LUTZ
SAMUELE GIABARDO

IPB_2

GEGEENBILEG MUNKHBILEGT
MELISSA FISCHER

GAME 3

CDA_3

DOMINGA ASCUI
TÂNIA FERREIRA

IPA_3

FEDERICO DE PONTE
MANON BOISSELIER

CDB_3

ALEXANDER SCHMIDT
MARIA CAMACHO

IPB_3

CHIARA HARISCH
LEONHARD KUENSTER
LUCIANO BUGARO

GAME 4

CDA_4

LAUREN CLANCY
SAMUEL NINAJ
PAULA BECK

IPA_4

ISABEL KEMPF
PAL TARJANI

CDB_4

CATARINA COIMBRA
JULIUS KAISER
PASCAL HEARN

IPB_4

JAN KUNO GOEHLER
SHIKSHA MODY