PROGRAM ON NEGOTIATION
HARVARD LAW SCHOOL

המכון למחקרי ביטחון לאומי
THE INSTITUTE FOR NATIONAL SECURITY STUDIES
INCORPORATING THE JAFFEE CENTER FOR STRATEGIC STUDIES
TEL AVIV UNIVERSITY אוניברסיטת תל-אביב

The Center for Applied Negotiations (CAN) at INSS
invites you to a presentation by

Professor James K. Sebenius

the Gordon Donaldson Professor of Business Administration at
Harvard Business School and Vice Chair, Program on Negotiation, Harvard Law School

Learning from Harvard's "Great Negotiators"

The highly interactive presentation will take place on
Thursday, **December 22, 2016**, at 16:30, at the Institute for National Security Studies (INSS), 40 Haim Levanon St., Tel Aviv

16:30 – 17:00 **Registration**

17:00 – 17:05 **Opening Remarks**
Gilead Sher, Senior Research Fellow, head of the Center for Applied Negotiations, INSS

17:05 – 18:45 **Learning from Harvard's "Great Negotiators"**
Prof. James K. Sebenius, Program on Negotiation, Harvard University

18:45 – 19:00 **Closing Remarks**
Maj. Gen. (ret.) Amos Yadlin, Executive Director, INSS

The Event will be held in English | Limited seating available | Please refrain from entering with large bags and weapons | Parking is available at Tel Aviv University public parking lots | Please register at www.inss.org.il