



The West Point Negotiation Project

at

The United States Military Academy

Cordially invites you to attend the annual conference on:

NEGOTIATION: A TACTICAL ASSET FOR LEADERS

March 29th to 30th 2012

at the United States Military Academy, West Point, NY

The Conference Features:

- Negotiation training taught by the Army's foremost negotiation training and research organization (WPNP trains deploying units including Special Forces and Navy SEALs).
- Negotiation leader panels with recently deployed officers and other select negotiation experts.
- Practical role play scenarios based on actual events in Iraq and Afghanistan.
- Key note speech by Ms. Elizabeth McClintock: An expert on military negotiations, she is currently running an officer training program for the Democratic Republic of the Congo.

What Last Years Attendees said:

- "This is a conference I would recommend to anyone. I am definitely going to try to bring the information and concepts to the cadets at my ROTC battalion."

- Cadet John Sa

Army ROTC, Cornell University

- See the *West Point Negotiation Conference 2011 Proceedings* for more information.

Cost of the Conference:

- \$35 for attendees to cover the cost of meals. Similar civilian negotiation seminars cost \$3000.
- Free transportation will be provided to West Point from LaGuardia, JFK, and Stewart Airports.
- Lodging for student attendees is also included. Lodging for faculty is available upon request.

RSVP to: Cadet Caleb Cline at caleb.cline@usma.edu

By January 27th 2012



The West Point Negotiation Project



- The purpose of the West Point Negotiation Project (WPNP) is to enhance the ability of Army leaders to conduct effective negotiations in the complex and challenging situations they face in both combat and peace.
- WPNP was established in 2009 in response to requests from West Point graduates who saw the need for negotiation training in their Army units.
- WPNP achieves its purpose through five key program areas:
 - **Army Outreach** - In recent years WPNP has conducted training for the 1st Special Forces Group, Navy SEALs, 25th Infantry Division, 4th Infantry Division, 10th Mountain Division, and 173rd Airborne Division. WPNP is currently working with TRADOC elements to standardize negotiation education and assessment and hosts an annual practitioner's conference each Spring.
 - **Research** - WPNP is currently conducting research on anti-corruption in Afghanistan, cross-cultural negotiation techniques and skills, multi-party negotiation pedagogy, and the effects of negotiation training on deploying units.
 - **Publication** - WPNP has published numerous Army-based role play case studies, has presented at multiple national and international conferences, and is currently developing an Army leader negotiation guidebook. In November 2010, members of the project published the article "*Extreme Negotiations*" in the Harvard Business Review.
 - **Cadet Development** - WPNP designed a standardized negotiation curriculum for all cadets and contributes to the material used in the Negotiation for Leaders course at West Point. Over 100 cadets participate in monthly brownbag sessions; Others participate in summer internships with the FBI Crisis Negotiation Unit, ESPN's sales negotiation team, Boston Scientific's negotiation education program, and others.
 - **Consulting** – WPNP consults with U.S. forces in Afghanistan, the Army War College, and the Army Command and General Staff College. Past consulting projects have included the Army Sergeants Major Academy.
- For more information visit the WPNP website at www.wpnp.org, email the directors at wpnp@usma.edu, or follow us on Facebook.

