This course will blend a rigorous scholarly treatment of the topics of negotiation, conflict resolution and leading change with an exploration of how that body of knowledge can be brought to ground and applied in the dynamic, diverse, and globalized environments students will encounter when they leave Indiana University. They will become wiser and more thoughtful decision makers; more competent problem solvers; bolder, less risk averse leaders of people; and more effective, persuasive communicators. They will also be more mindful, more aware of the effect that their personality and style of negotiating and resolving conflict has on their ability to relate to and work successfully with a diverse array of people and organizations.

Stephen L. Hayford is professor of business law, ethics and dispute resolution in the Kelley School of Business at Indiana University-Bloomington. He is also Visiting Professor of Dispute Resolution at the Straus Institute for Dispute Resolution at Pepperdine University School of Law in Malibu, California. He teaches negotiation and conflict management, ethics and leadership and is a leading scholar in the commercial arbitration law field.