

## Negotiation for Executives

### *Sample Schedule*

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8:00 AM - 8:30 AM EDT      **Continental Breakfast**

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8:30 AM - 9:00 AM EDT      **Introduction and Overview**  
Jared R. Curhan

9:00 AM - 10:25 AM EDT      **Core Negotiation Strategy**  
Jared R. Curhan

10:25 AM - 11:20 AM EDT      **Distributive Bargaining**  
Jared R. Curhan

11:20 AM - 11:35 AM EDT      **Break**

11:35 AM - 12:45 PM EDT      **Value Claiming**  
Jared R. Curhan

12:45 PM - 1:35 PM EDT      **Working Lunch**

1:35 PM - 2:30 PM EDT      **Bargaining Practice**

2:30 PM - 3:45 PM EDT      **Integrative Negotiation**  
Jared R. Curhan

3:45 PM - 3:55 PM EDT      **Break**

3:55 PM - 4:50 PM EDT      **Value Creation**

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4:50 PM - 5:20 PM EDT

**Subjective Value**

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5:20 PM - 5:30 PM EDT

**Day 1 Wrap Up**

Jared R. Curhan

5:30 PM - 6:30 PM EDT

**Reception**

**Tue - May 23, 2023**

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8:00 AM - 8:30 AM EDT

**Continental Breakfast**

8:30 AM - 8:45 AM EDT

**Introduction to Day 2**

Jared R. Curhan

8:45 AM - 9:05 AM EDT

**Negotiators Dilemma**

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9:05 AM - 9:40 AM EDT

**Personal Signatures**

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9:40 AM - 10:10 AM EDT

**Pre negotiation Strategies**

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10:10 AM - 12:10 PM EDT

**Putting it all Together**

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12:10 PM - 12:50 PM EDT

**Lunch**

12:50 PM - 1:20 PM EDT

**Bakra Beverage Review**

1:20 PM - 2:00 PM EDT

**Psychological Barriers**

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2:00 PM - 2:10 PM EDT

**Break**

2:05 PM - 3:20 PM EDT

**Strategic Barriers**

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3:20 PM - 4:15 PM EDT

**Final Review and Wrap Up**

Jared R. Curhan

*Schedule subject to change*