Negotiation for Executives
Sample Schedule – Live Online (Zoom)

All times listed below are in Eastern Time.
***Sample schedule subject to change***

**DAY 1**

9:30 – 10:00 AM
Introduction and Overview
*Jared Curhan - Associate Professor of Work and Organization Studies*

10:00 – 11:30 AM
Core Negotiation Strategy
*Win As Much As You Can*

11:30 – 12:00 PM
Break

12:00 – 2:05 PM
Distributive Bargaining
*67 Fish Pond Lane*

2:05 – 2:35 PM
Break

2:35 – 3:00 PM
Value Claiming

3:00 – 3:45 PM
Principles of Influence

3:45 – 4:15 PM
Day 1 Debrief

**DAY 2**

9:30 – 9:45 AM
Introduction to day 2

9:45 – 10:30 AM
Psychological Barriers
*The Ultimatum Game*

10:30 -12:05 PM
Integrative Negotiation
*Freelance Consultant*

12:05 – 12:35 PM
Break

12:35 – 1:45 PM
Value Creation

All times noted are Eastern U.S. time
### All times listed below are in Eastern Time.

***Sample schedule subject to change***

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:45 – 2:15 PM</td>
<td>Break</td>
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<tr>
<td>2:15 – 2:45 PM</td>
<td>Subjective Value</td>
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<tr>
<td>2:45 – 3:30 PM</td>
<td>Personal Signatures</td>
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<tr>
<td>3:30 – 4:15 PM</td>
<td>Assignment and Conclusions</td>
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<td>DAY 3</td>
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<tr>
<td>9:30 – 1:45 PM</td>
<td>Putting it all Together (includes break)</td>
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<td>Bakra Beverage</td>
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<tr>
<td>1:45 – 2:15 PM</td>
<td>Bakra Beverage Review</td>
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<tr>
<td>2:15 – 2:45 PM</td>
<td>Psychological Barriers</td>
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<tr>
<td></td>
<td>The Ultimatum Game</td>
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<tr>
<td>2:45 – 3:05 PM</td>
<td>Break</td>
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<tr>
<td>3:05 – 4:00 PM</td>
<td>Strategic Barriers</td>
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<td>Difficult Tactics Exercise</td>
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<tr>
<td>4:00 – 4:15 PM</td>
<td>Final Review and Wrap-up</td>
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