

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

DAY 1

9:30 – 10:00 AM	Introduction and Overview <i>Jared Curhan - Associate Professor of Work and Organization Studies</i>
10:00 – 11:30 AM	Core Negotiation Strategy <i>Win As Much As You Can</i>
11:30 – 12:00 PM	<i>Break</i>
12:00 – 2:05 PM	Distributive Bargaining <i>67 Fish Pond Lane</i>
2:05 – 2:35 PM	<i>Break</i>
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 <i>The Ultimatum Game</i>
10:30 -12:05 PM	Integrative Negotiation <i>Freelance Consultant</i>
12:05 – 12:35 PM	<i>Break</i>
12:35 – 1:45 PM	Value Creation

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1:45 – 2:15 PM	<i>Break</i>
2:15 – 2:45 PM	Subjective Value
2:45 – 3:30 PM	Personal Signatures <i>PEA Feedback</i>
3:30– 4:15 PM	Assignment and Conclusions

DAY 3

9:30 – 1:45 PM	Putting it all Together <i>(includes break)</i> <i>Bakra Beverage</i>
1:45 – 2:15 PM	Bakra Beverage Review
2:15 – 2:45 PM	Psychological Barriers <i>The Ultimatum Game</i>
2:45 – 3:05 PM	<i>Break</i>
3:05 – 4:00 PM	Strategic Barriers <i>Difficult Tactics Exercise</i>
4:00– 4:15 PM	Final Review and Wrap-up