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 – 4:00 PM
Day 1 Debrief

4:00 – 4:30 PM
Optional Networking Reception

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

1:45 – 2:15 PM
Break

2:15 – 2:45 PM
Subjective Value

All times noted are Eastern U.S. time
### Negotiation for Executives – Sample Course Schedule

**Zoom Online**

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