### Negotiation for Executives

Sample Schedule  
Live Online Via Zoom

***All Times Noted Are Eastern (Boston, MA) Time***

<table>
<thead>
<tr>
<th>DAY</th>
<th>9:30 – 4:30 PM</th>
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| **DAY 1** | **Introduction and Overview**  
**Core Negotiation Strategy** *Win As Much As You Can*  
**Distributive Bargaining** *67 Fish Pond Lane*  
Break  
**Value Claiming Principles of Influence**  
Break  
**Bargaining Practice** *Used Car*  
Day 1 Debrief |
| **DAY 2** | **Introduction to Day 2**  
**Integrative Negotiation** *Freelance Consultant*  
Break  
**Value Creation**  
**Subjective Value**  
Break  
**The Negotiator’s Dilemma**  
**Personal Signatures** *PEA Feedback*  
Break  
**Pre-Negotiation Strategy** *The Seven Elements*  
Assignment and Conclusions |
| **DAY 3** | **Putting it all Together** *(Includes break)* *Bakra Beverage*  
Break  
**Bakra Beverage Review**  
**Psychological Barriers** *The Ultimatum Game*  
**Strategic Barriers** *Difficult Tactics Exercise*  
Final Review and Wrap-Up |

*Schedule subject to change*