

Negotiation and Influence

Sample Program Schedule

	Day 1	Day 2	Day 3
8:30-9:00	Breakfast	Breakfast	Breakfast
9:00-10:45	Fundamental Negotiation Concepts	Team Based Negotiations and Preparation	Shadow Negotiations and Influence
10:45-11:00	Break	Break	Break
11:00 -12:30	Integrative Negotiations	Team Based Negotiations and Conflict Management	Shadow Negotiations and Influence
12:30 -1:15	Lunch	Lunch	Lunch
1:15-3:15	Multi-Issue Negotiations	Influence in Cross Functional Teams	Cross Cultural Negotiations
3:15-3:30	Break	Break	Break
3:30-5:00	Multi-Issue Negotiations	Influence in Cross Functional Teams Introduction to Shadow Negotiations	Adjourn
5:00-6:00	Networking Reception	Adjourn	