

Effective Negotiation

August 16 & 17, 2017

Workshop Agenda for Wednesday, August 16, 2017

7:45 - 8:30 am	Registration and Breakfast
8:30 - 9:00 am	Introduction to the Negotiation Process
9:00 - 10:00 am	Developing a Negotiation Plan & Strategy <ul style="list-style-type: none">• Framework for planning for negotiation• Planning Process: Bargaining mix, strategies, goals, BATNAs
10:00 - 10:15 am	Coffee Break
10:15 - 11:00 am	Developing a Negotiation Plan & Strategy (cont'd)
11:00 - 11:30 am	Negotiation Exercise: Negotiation Planning
11:30 - 12:00 pm	Discussion / Debrief Negotiation Planning Exercise
12:00 - 1:00 pm	Luncheon
1:00 - 2:45 pm	Distributive Bargaining: Claiming Value <ul style="list-style-type: none">• A framework for claiming value• Distributive tactics
2:45 - 3:00 pm	Coffee Break
3:00 - 3:45 pm	Negotiation Role Play 1
3:45 - 4:30 pm	Discussion/Debrief Negotiation Role Play 1



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7:45 - 8:30 am	Registration and Breakfast
8:30 - 10:00 am	Integrative Negotiation: Creating Value <ul style="list-style-type: none">• A framework for value creation• A discussion of the power of interests, differences, questions, and packages• Strategies for creating value
10:00 - 10:15 am	Coffee Break
10:15 - 11:15 am	Negotiation Role Play 2
11:15 - 12:00 am	Discussion/Debrief Negotiation Role Play 2
12:00 - 1:00 pm	Luncheon
1:00 - 2:00 pm	Power & Influence in Negotiation
2:00 - 2:45 pm	Negotiation Role Play 3
2:45 - 3:00 pm	Coffee Break
3:00 - 3:30 pm	Discussion/Debrief Negotiation Role Play 3
3:30 - 4:30 pm	Negotiating with Difficult People & Cognitive Biases
4:30 - 4:45 pm	Wrap-up & Takeaways <ul style="list-style-type: none">• Q&A