



Welcome

Effective Negotiation

From Detailed Planning to Exceptional Results

April 28 & 29, 2015 • UCF Executive Development Center

Agenda for Tuesday, April 28, 2015

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|-------------------|---|
| 7:45-8:30 am | Registration and Breakfast |
| 8:30-9:30 am | Assessing Your Negotiation Style <ul style="list-style-type: none">• Bargaining Style Inventory• PINS |
| 9:30-9:45 am | Coffee Break |
| 9:45-10:20 am | Hamilton Real Estate: Introductory simulation role-play negotiation in which the buyer and the seller are negotiating over the price of a property. |
| 10:20 am-12:00 pm | Discussion/Debrief Hamilton Real Estate and Negotiation Basics: Claiming Value <ul style="list-style-type: none">• A framework for conceptualizing negotiation.• A discussion of opening offers, targets, and objectives |
| 12:00-1:00 pm | Luncheon |
| 1:00-1:15 pm | Claiming value (cont'd) |
| 1:15-2:00 pm | The New Recruit: A two-party, multi-issue negotiation in the context of job negotiation. |
| 2:00-2:50 pm | Discussion/Debrief New Recruit and Introduction to creating value |
| 2:50-3:10 pm | Coffee Break |
| 3:10-4:45 pm | 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 |



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36 W. Pine Street, Orlando, FL, 32801



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7:45-8:30 am	Registration and Breakfast
8:30-9:15 am	Planning for negotiation <ul style="list-style-type: none">• Introduction of a framework for planning for negotiation
9:15-10:00 am	Planning Exercise <ul style="list-style-type: none">• Application of negotiation planning skills in groups• Sally Soprano: Two-party, multi-issue negotiation between agents for an opera singer and an opera house regarding a possible contract for an upcoming production. Provides an opportunity for exploring value creation and value claiming.
10:00-10:20 am	Coffee Break
10:20-11:00 am	Planning Exercise (cont'd) <ul style="list-style-type: none">• Group reports and discussion
11:00-11:15 am	Team Negotiation
11:15 am-1:00 pm	Preparation for multi-party negotiation exercise/ Working lunch <ul style="list-style-type: none">• Twin Lakes Mining: A complex multi-party, multi-issue negotiation between a mining company and the government of a small town regarding environmental clean-up. The simulation provides an opportunity for information exchange, value creation, value claiming, and introduces inter-team and intra-team dynamics.
1:00-2:30 pm	Multi-party negotiation exercise
2:30-2:50 pm	Coffee Break
2:50-3:50 pm	Discussion/Debrief of Twin Lakes
3:50-4:45 pm	Effective Negotiation <ul style="list-style-type: none">• Take-aways• Q&A