



Welcome

Effective Negotiation

From Detailed Planning to Exceptional Results

November 5 & 6, 2015 • UCF Executive Development Center

Agenda for Thursday, November 5, 2015

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| 7:45 - 8:30 am | Registration and Breakfast |
| 8:30 - 9:00 am | Introduction to the Negotiation Process |
| 9:30 - 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 | Negotiation Role Play 1: Introductory simulation role-play negotiation. |
| 11:00 - 12:00 pm | Discussion/Debrief of Negotiation Role Play 1 |
| 12:00 - 1:00 pm | Luncheon |
| 1:00 - 2:00 pm | Distributive Bargaining: Claiming Value <ul style="list-style-type: none">• A framework for claiming value• Distributive tactics |
| 2:00 - 2:45 pm | Negotiation Role Play 2: Sally Soprano |
| 2:45 - 3:30 pm | Discussion/Debrief Negotiation Role Play 2 |
| 3:30 - 3:45 pm | Coffee Break |
| 3:45 - 4:45 pm | 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 |



UCF Executive Development Center
36 W. Pine Street, Orlando, FL, 32801



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Agenda for Friday, November 6, 2015

7:45 - 8:30 am	Registration and Breakfast
8:30 - 9:00 am	Closing Deals
8:00 - 9:45 am	Negotiation Role Play 3
9:45 - 10:30 am	Discussion/Debrief Negotiation Role Play 3
10:30 - 10:45 am	Coffee Break
10:45 - 12:00 pm	Decision Making & Cognitive Biases in Negotiations
12:00 - 1:00 pm	Luncheon
1:00 - 2:00 pm	Power & Influence in Negotiations
1:00 - 1:45 pm	Negotiation Role Play 4: Toyonda
1:45- 2:30 pm	Discussion/Debrief Negotiation Role Play 4
2:30 - 2:45 pm	Coffee Break
2:45 - 4:00 pm	Communications / Cross Cultural / Ethical Issues in Negotiations
4:00 - 4:30 pm	Wrap-up & Takeaways <ul style="list-style-type: none">• Q&A