



Welcome

Effective Negotiation

From Detailed Planning to Exceptional Results

October 19 & 20, 2016 • UCF Executive Development Center

Agenda for Wednesday, October 19, 2016

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 (Cont'd) <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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Agenda for Thursday, October 20, 2016

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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 |