

	Monday	Tuesday	Wednesday	Thursday	Friday
Session 1	Registration & Breakfast Introductions Negotiation Concepts	Negotiation Style	Team Negotiation and Understanding Differences	Managing Change: Multi-party, Multi-Issue Negotiation	Generating Collaboration
Coffee Break					
Session 2	Negotiation Concepts	Negotiation Style	Team Negotiation and Understanding Differences	Managing Change: Multi-party, Multi-Issue Negotiation	Generating Collaboration
Lunch					
Session 3	Distributive and Integrative Bargaining Exercises	Emotions in Negotiations	Cognitive Aspects of Negotiation and Decision Making	What's Fair in an Agreement? - Multi-party, Multi-Issue Negotiation	Paper Feedback Session (15 Min) You as a Negotiator
Coffee Break					
Session 4	Distributive and Integrative Bargaining Exercises	Emotions in Negotiations	Cognitive Aspects of Negotiation and Decision Making	What's Fair in an Agreement? - Multi-party, Multi-Issue Negotiation	
Evening Events	Welcome Reception			Celebration Dinner	