

	Monday	Tuesday	Wednesday	Thursday	Friday
Morning Session 1	Registration Introductions <i>Dr Jonathan Booth & Dr Daniela Lup</i> Negotiation Concepts <i>Dr Daniela Lup</i>	Negotiation Style <i>Dr Jonathan Booth</i>	Team Negotiation and Understanding Differences <i>Dr Jonathan Booth</i>	Multi-Party Negotiation <i>Dr Jonathan Booth</i>	Generating Collaboration <i>Dr Jonathan Booth</i>
	Coffee Break				
Morning Session 2	Negotiation Concepts <i>Dr Daniela Lup</i>	Negotiation Style <i>Dr Jonathan Booth</i>	Team Negotiation and Understanding Differences <i>Dr Jonathan Booth</i>	Multi-Party Negotiation (followed by group photo session) <i>Dr Jonathan Booth</i>	Generating Collaboration <i>Dr Daniela Lup</i>
	Lunch				
Afternoon Session 3	Distributive and Integrative Bargaining Exercises <i>Dr Jonathan Booth</i>	Cognitive Aspects of Negotiation and Decision Making <i>Dr Daniela Lup</i>	Emotions in Negotiations <i>Dr Daniela Lup</i>	Managing Relationships <i>Dr Jonathan Booth</i>	Paper Feedback Session (15 Min) You as a Negotiator <i>Dr Jonathan Booth</i>
	Coffee Break				
Afternoon Session 4	Distributive and Integrative Bargaining Exercises <i>Dr Jonathan Booth</i>	Cognitive Aspects of Negotiation and Decision Making <i>Dr Daniela Lup</i>	Emotions in Negotiations <i>Dr Daniela Lup</i>	Managing Relationships <i>Dr Jonathan Booth</i>	
	Coffee Break				
Evening Events	Welcome Reception			Celebration Dinner	