

	Monday	Tuesday	Wednesday	Thursday	Friday
Session 1	Registration Introductions; Negotiation Concepts	Negotiation Style	Team Negotiation and Understanding Differences	Multi-Party Negotiation	Generating Collaboration
	Coffee break				
Session 2	Negotiation Concepts (cont'd)	Negotiation Style (cont'd)	Team Negotiation and Understanding Differences (cont'd)	Multi-Party Negotiation (cont'd)	Generating Collaboration (cont'd)
	Lunch				
Session 3	Distributive and Integrative Bargaining Exercises	Cognitive Aspects of Negotiation and Decision Making	Emotions in Negotiations	Managing Relationships	Feedback Session You as Negotiator
	Coffee break				
Session 4	Distributive and Integrative Bargaining Exercises (cont'd)	Cognitive Aspects of Negotiation and Decision Making (cont'd)	Emotions in Negotiations (cont'd)	Leading for engagement continued (cont'd)	
Evening Events	Welcome Reception			Dinner	