

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