

	Monday	Tuesday	Wednesday	Thursday
	Monuay	Tuesuay	Wednesday	Thursday
Morning Session 1	Registration Introductions; Negotiation Concepts	Negotiation Style	Team Negotiation and Understanding Differences	Multi-Party Negotiati
			Coffee break	
Morning Session 2	Negotiation Concepts (cont'd)	Negotiation Style (cont'd)	Team Negotiation and Understanding Differences (cont'd)	Multi-Party Negotiati (cont'd)
			Lunch	
Afternoon Session 1	Distributive and Integrative Bargaining Exercises	Cognitive Aspects of Negotiation and Decision Making	Emotions in Negotiations	Managing Relationshi
			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 Relationsh (cont'd)
<b>Evening Events</b>	Welcome Reception			Dinner

LSE Executive Education courses last five days. Classes start between 8:30am-9:30am and end between 5:30pm-6:30pm with an early finish on Friday. Social events will be held on Monday and Thursday evenings. Please note course content and schedule are subject to change and may vary.

## Negotiation



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