

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