

Negotiation Strategies: Building Agreement Across Boundaries

March 18 - 22, 2024

All Times Listed in U.S. Eastern Time

	Monday, March 18	Tuesday, March 19	Wednesday, March 20	Thursday, March 21	Friday, March 22
	<i>Theme: Claiming value through negotiation</i>	<i>Theme: Creating value through negotiation</i>	<i>Theme: Building and blocking coalitions</i>	<i>Theme: Navigating multi-level negotiations and managing emotion in negotiation</i>	<i>Theme: Negotiating across levels and cultures</i>
	8:50 - 9:00 am Log-in & Tech Check	8:50 - 9:00 am Log-in & Tech Check	8:50 - 9:00 am Log-in & Tech Check	8:50 - 9:00 am Log-in & Tech Check	8:50 - 9:00 am Log-in & Tech Check
	9:00 - 10:15 am Welcome & Program Introduction <i>Kessely Hong & Monica Giannone</i>	9:00 - 10:15 am Overcoming Blind Spots II: Receiving Feedback and Managing Difficult Conversations <i>Monica Giannone</i>	9:00 - 10:15 am Peer Coaching <i>Monica Giannone</i>	9:00a - 10:00 am Building Trust Across Parties and Levels I <i>Kessely Hong</i>	9:00 - 9:30 am Mouse Exercise Prep by Role
	10:15 - 10:30 am Short Break	10:15 - 10:30 am Short Break	10:15 - 10:30 am Short Break	10:00a - 11:15 am Building Trust Across Parties and Levels II <i>Kessely Hong</i>	9:30 - 9:40 am Short Break
Tuesday, March 12 <i>Program Orientation & Tech Onboarding</i> 11:00 am - 12:00 pm EST	10:30 am - 12:00 pm Key Negotiation Concepts and Value Claiming Unidos en Salud Simulation & Debrief <i>Kessely Hong</i>	10:30 - 11:00 am Congo Exercise Prep by Role <i>Kessely Hong</i>	10:30 - 11:00 am Deeport Exercise Prep by Role <i>Kessely Hong</i>	11:15 am - 12:00 pm Long Break	9:40 - 10:10 am Negotiating as a Team: Mouse Internal Team Meetings <i>Kessely Hong</i>
	12:00 - 12:30 pm Long Break	11:00 - 11:15 am Short Break	11:00 - 11:15 am Short Break	12:00 - 12:15 pm Daily Recap & Setup	10:10 - 10:20 am Short Break
	12:30 - 1:45 pm Overcoming Blind Spots I: Receiving Feedback and Managing Difficult Conversations <i>Monica Giannone</i>	11:15 - 12:30 pm Creating Value through Trading on Differences: Congo Simulation <i>Kessely Hong</i>	11:15 - 12:45 pm Building and blocking coalitions: Multi-stakeholder Strategy and Deepport Simulation <i>Kessely Hong</i>	12:15 - 1:15 pm Negotiating Peace Between Ecuador and Peru I <i>Jamil Mahuad</i>	10:20 - 12:10 pm Negotiating Across Levels and Cultures: Mouse Negotiation <i>Kessely Hong</i>
	1:45 - 2:00 pm Daily Recap & Setup	12:30 - 1:15 pm Long Break	12:45 - 1:15 pm Long Break	1:15 - 1:30 pm Short Break	12:15 - 1:00 pm Long Break
	2:00 - 2:30 Optional Virtual Networking	1:15 - 2:15 pm Creating Value through Trading on Differences: Congo Debrief <i>Kessely Hong</i>	1:15 - 2:15 pm Building and blocking coalitions: Deepport Debrief <i>Kessely Hong</i>	1:30 - 2:30 pm Negotiating Peace Between Ecuador and Peru II <i>Jamil Mahuad</i>	1:00 - 2:00 pm Negotiating Across Levels and Cultures: Mouse Debrief <i>Kessely Hong</i>
	Self-directed Work On Your Own Time <i>Congo Prep, Pre-readings</i> (Approx. 1.5 Hours)	Self-directed Work On Your Own Time <i>Deeport Prep, Pre-readings</i> (Approx. 1.5 Hours)	Self-directed Work On Your Own Time <i>J. Mahuad Videos, Optional Readings</i> (Approx. 1.5 Hour)	Self-directed Work On Your Own Time <i>Mouse Prep, Pre-readings</i> (Approx. 1.5 Hours)	2:00 - 2:30 pm Program Wrap-up & Closing Ceremony <i>Kessely Hong & Monica Giannone</i>