

## Negotiation Strategies: Building Agreement Across Boundaries (On-Campus)

### SAMPLE SCHEDULE

SUN	MON	TUE	WED	THU	FRI
	Shuttles depart the Double Tree Hotel at 6:45 AM and 7:15 AM				
	Breakfast is available daily in the HKS Café beginning at 7:00 AM				
	7:50 - 8:50 AM Study Groups: Role Preparation Nye ABC	7:50 - 8:50 AM Study Groups: Role Preparation Nye ABC	7:50 - 8:50 AM Study Groups: Role Preparation Nye ABC	7:50 - 8:50 AM Study Groups: Role Preparation Bell Hall	8:20 - 8:50 AM Video Prep: Negotiating Peace Wiener
	9:00 - 10:30 AM Overcoming Blindspots (I) Receiving Feedback and Managing Difficult Conversations  <i>Monica Giannone</i>	9:00 - 9:45 AM Managing Internal Negotiations: Star Compensation Team Meetings  <i>Kessely Hong</i>	9:00 - 11:00 AM Building Coalitions in Multi-Stakeholder Negotiations: Seeport Simulation  <i>Brian Mandell</i>	9:00 - 10:15 AM Adam Baxter 1983 Simulation  <i>Brian Mandell</i>	9:00 - 10:30 AM Building Trust Across Parties and Levels: A Legislative Negotiation Example <i>Kessely Hong</i>
	Group Photo & Break 11:00 AM - 12:45 PM Creating Value through Trading on Differences: Exercises and Congo River Basin Project Simulation  <i>Kessely Hong</i>	Break 10:00 AM - 12:15 PM Negotiating Across Levels: Star Compensation Simulation  <i>Kessely Hong</i>	Break 11:30 AM - 12:30 PM Seeport Debrief  <i>Brian Mandell</i>	Break & Prep for Adam Baxter 1985 11:00 AM - 12:30 PM Adam Baxter 1985 Simulation  <i>Brian Mandell</i>	Break 10:45 - 12:00 PM Peer Coaching  <i>Monica Giannone</i>
12:00 - 1:45 PM Program Check-in at the DoubleTree  DoubleTree Suites Lobby DoubleTree Suites Boston-Cambridge 400 Soldiers Field Rd. Boston, MA	12:45 - 2:00 PM Lunch & Feedback  <i>Nye ABC</i>	12:15 - 1:45 PM Lunch & Feedback  <i>Nye ABC</i>	12:30-1:30 Lunch & OCA Presentation  <i>Nye ABC</i>	12:30 - 1:45 PM Lunch & Feedback  <i>Courtyard Tent</i>	Break 12:15 - 1:15 PM Closing Remarks & Certificate Ceremony  <i>Brian Mandell &amp; Kessely Hong</i>
2:00 PM Shuttles to campus 2:30 - 4:00 PM  Welcome and Introductions  <i>Brian Mandell &amp; Kessely Hong</i>	2:00 - 3:15 PM Creating Value through Trading on Differences: Congo River Basin Project Debrief <i>Kessely Hong</i>	1:45 - 3:00 PM Managing Risk and Working with Agents: Star Compensation Debrief <i>Kessely Hong</i>	1:30 - 2:30 PM Negotiating Peace Between Ecuador & Peru <i>Jamil Mahuad</i> former President of Ecuador	1:45 - 3:00 PM Managing Trust & Perceptions in Long-term Relationships: Adam Baxter Debrief <i>Brian Mandell</i>	Shuttle to Hotel 1:15 PM & 1:45 PM
Break 4:30 - 6:00 PM Claiming Value through Negotiation: Mapletech Simulation  <i>Brian Mandell</i>	Break 3:30 - 5:00 PM Negotiating from the Margins: the Santa Clara Pueblo Seeks Key Ancestral Lands <i>Kessely Hong</i>	Break 3:30 - 5:00 PM Overcoming Blindspots (II) Receiving Feedback and Managing Difficult Conversations  <i>Monica Giannone</i>	Networking Reception with JM 3:30 - 4:30 PM Negotiating Peace Between Ecuador & Peru <i>Jamil Mahuad</i> former President of Ecuador	Shuttle to Hotel at 3:30 PM  Free Time	
6:00 - 6:30 PM Orientation 6:30 - 8:00 PM Opening Dinner  <i>Nye ABC</i>	Shuttles 5:15 PM & 5:45 PM  Free Time	Shuttles 5:15 PM & 5:45 PM 6:00 - 7:00 PM Dinner  <i>DoubleTree Hotel</i>	Shuttles 4:45 PM, 5:15 PM & 5:45 PM  Free Time	Shuttle to Hotel at 5:00 PM Shuttle to Faculty Club 5:40 & 5:45 PM 6:00 - 8:00 PM Closing Reception and Dinner <i>Faculty Club</i>	
Shuttle to Doubletree 8:00 PM				Shuttle to Doubletree 8:00 PM	