



Negotiation Strategies | On-Campus
Sample Schedule

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
	Shuttle to HKS	Shuttle to HKS	Shuttle to HKS	Shuttle to HKS	Shuttle to HKS
	7:00 - 7:50 AM Breakfast HKS Café	7:00 - 7:50 AM Breakfast HKS Café	7:00 - 7:50 AM Breakfast HKS Café	7:00 - 7:50 AM Breakfast HKS Café	7:00 - 7:50 AM Breakfast HKS Café
	8:00 - 8:50 AM Study Groups: Role Preparation	8:00 - 8:50 AM Study Groups: Role Preparation	8:00 - 8:50 AM Study Groups: Role Preparation	8:00 - 8:50 AM Study Groups: Role Preparation	8:20 - 8:50 AM Video Prep: Negotiating Peace
	9:00 - 10:30 AM Overcoming Blindspots I: Receiving Feedback and Managing Difficult Conversations Monica Giannone	9:00 - 9:45 AM Managing Internal Negotiations: Star Compensation Team Meetings Kessely Hong	9:00 - 11:00 AM Building Coalitions in Multi-Stakeholder Negotiations: Seeport Simulation Brian Mandell	9:00 - 9:45 AM Internal Coordination: Mouse Simulation Team Meetings Brian Mandell	9:00 - 10:30 AM Negotiating Peace Between Ecuador & Peru Jamil Mahuad <i>Former President of Ecuador</i>
	10:30 - 11:00 AM Break	9:45 - 10:00 AM Break	11:00 - 11:30 AM Break	9:45 - 10:00 AM Break	10:30 - 10:45 AM Break
1:00 - 1:45 PM Program registration at Hotel HKS Staff	11:00 AM - 12:45 PM Creating Value through Trading on Differences: Exercises and Congo River Basin Project Simulation Kessely Hong	10:00 AM - 12:15 PM Balancing Internal and External Negotiations: Star Compensation Simulation Kessely Hong	11:30 AM - 12:30 PM Seeport Debrief Brian Mandell	10:00 AM - 12:15 PM Negotiating Across Cultures and Levels: Mouse Simulation Brian Mandell	10:45 AM - 12:00 PM Negotiating Peace Between Ecuador & Peru Jamil Mahuad <i>Former President of Ecuador</i>
Shuttle to HKS	12:45 - 2:00 PM Lunch	12:15 - 1:45 PM Lunch	12:30 - 1:30 PM Lunch	12:15 - 1:45 PM Lunch	12:00 - 12:15 PM Break
2:30 - 4:00 PM Welcome & Introduction Brian Mandell & Kessely Hong	2:00 - 3:30 PM Creating Value through Trading on Differences: Congo River Basin Project Debrief Kessely Hong	1:45 - 3:00 PM Managing Risk and Working with Agents: Star Compensation Debrief Kessely Hong	1:30 - 3:00 PM Peer Coaching Monica Giannone	1:45 - 3:00 PM Negotiating Across Cultures and Levels: Mouse Debrief Brian Mandell	12:15 - 1:15 PM Closing Remarks & Certificate Ceremony Brian Mandell & Kessely Hong
4:00 - 4:30 PM Program Logistics & Break	3:30 - 3:45 PM Break	3:00 - 3:30 PM Break	3:00 - 3:15 PM Break	Shuttle to Hotel	Shuttle to Hotel
4:30 - 5:45 PM Claiming Value through Negotiation: Mapletech Simulation Brian Mandell	3:45 - 4:45 PM Harvard Tour (Optional)	3:30 - 5:00 PM Overcoming Blindspots II: Receiving Feedback and Managing Difficult Conversations Monica Giannone	3:15 - 5:20 PM Building Trust Across Parties and Levels: A Legislative Negotiation Example Kessely Hong	Free Time	
	Shuttle to Hotel	Shuttle to Hotel	Shuttle to Hotel	Shuttle to Closing Dinner	
5:45 - 7:00 PM HKS Provided Dinner	Free Time	6:00 - 8:00 PM HKS Provided Dinner	Free Time	6:00 - 8:00 PM Closing Reception & Dinner	