



Negotiation Strategies | Online Sample Schedule

Monday	Tuesday	Wednesday	Thursday	Friday
Daily Theme: Claiming value through negotiation	Daily Theme: Creating value through negotiation	Daily Theme: Building and blocking coalitions	Daily Theme: Navigating multi-level negotiations and managing emotion in negotiation	Daily Theme: Negotiating across levels and cultures
8:50 - 9:00 Log-in & Tech Check	8:50 - 9:00 Log-in & Tech Check	8:50 - 9:00 Log-in & Tech Check	8:50 - 9:00 Log-in & Tech Check	8:50 - 9:00 Log-in & Tech Check
9:00 - 10:10 AM Welcome & Program Introduction Kessely Hong & Monica Giannone	9:00 - 10:30 AM Overcoming Blindspots II: Receiving Feedback and Managing Difficult Conversations Monica Giannone	9:00 - 10:15 AM Peer Coaching Monica Giannone	9:00 - 10:00 AM Building Trust Across Parties & Levels I Kessely Hong	9:00 - 10:10 AM Negotiating as a Team: Mouse Exercise (Prep by Role and Internal Team Meetings)
10:10 - 10:25 AM Break	10:30 - 10:45 AM Break	10:15 - 10:30 AM Break	10:00 - 10:10 AM Break	10:10 - 10:20 AM Break
10:25 AM - 12:05 PM Key Negotiation Concepts and Value Claiming: Unidos en Salud Simulation & Debrief Kessely Hong	10:45 AM - 12:30 PM Creating Value through Trading on Differences: Congo Simulation Kessely Hong	10:30 AM - 12:45 PM Building and blocking coalitions: Multi-stakeholder Strategy and Deepport Simulation Kessely Hong	10:10 - 11:20 Building Trust Across Parties & Levels II Kessely Hong	10:20 AM - 12:10 PM Negotiating Across Levels and Cultures: Mouse Negotiation Kessely Hong
12:05 - 12:35 PM Long Break	12:30 - 1:15 PM Long Break	12:45 - 1:15 PM Long Break	11:20 - 11:50 AM Long Break	12:10 - 1:00 PM Long Break
12:35 - 2:00 PM Overcoming Blindspots I: Receiving Feedback and Managing Difficult Conversations Monica Giannone	1:15 - 2:15 PM Creating Value through Trading on Differences: Congo Debrief Kessely Hong	1:15 - 2:15 PM Building and blocking coalitions: Deepport Debrief Kessely Hong	11:50 AM - 12:00 PM Daily Recap & Setup	1:00 - 2:00 PM Negotiating Across Levels and Cultures: Mouse Debrief Kessely Hong
2:00 - 2:15 PM Daily Recap & Setup	2:15 - 2:30 PM Daily Recap & Setup	2:15 - 2:30 PM Daily Recap & Setup	12:00 - 2:30 PM (with break) Negotiating Peace Between Ecuador and Peru I & II Jamil Mahuad Former President of Ecuador	2:00 - 2:30 PM Program Wrap-up & Closing Ceremony Kessely Hong & Monica Giannone
2:15 - 2:45 PM Optional Virtual Networking				