



## Day One – Thursday, 25 May 2023

| TIME     | PROGRAMME  |
|----------|--|
| 9:15 AM  | Registration   |
| 9:30 AM  | Introductions and Outcomes   |
| 10:00 AM | Negotiation Simulation 1   |
| 11:00 AM | Coffee Break   |
| 11:15 AM | Negotiation Simulation 1: Key Lessons<br>Conflict Resolution Preferences |
| 1:00 PM  | Lunch Break  |
| 2:00 PM  | 7 Element Framework  |
| 3:00 PM  | Negotiation Simulation 2: Preparation                                    |
| 3:45 PM  | Coffee Break   |
| 4:00 PM  | Negotiation Simulation 2   |
| 4:30 PM  | Negotiation Simulation 2: Key Lessons                                    |
| 5:15 PM  | Q & A  |
| 5:30 PM  | End of Day 1   |

## Day Two – Friday, 26 May 2023

| TIME     | PROGRAMME   |
|----------|---|
| 9:15 AM  | Registration  |
| 9:30 AM  | Recap<br>The People Problem   |
| 11:00 AM | Coffee Break  |
| 11:15 AM | Navigating a Negotiation<br>Negotiation Simulation 3: Preparation         |
| 1:00 PM  | Lunch Break   |
| 2:00 PM  | Negotiation Simulation 3<br>Key Lessons                                   |
| 3:30 PM  | Coffee Break  |
| 3:45 PM  | Dealing with Difficult Negotiating Situations<br>Negotiation Simulation 4 |
| 5:15 PM  | Q & A   |
| 5:30 PM  | End of Day 2  |