



Day One – Thursday, 23 November 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 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, 24 November 2023

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