



Negotiation Skills for Effective Managers

Day 1	Day 2
<p>Welcome and Introduction</p> <p>8:30 a.m. – 12:00 noon</p> <p><i>Tactics for Distributive Negotiation and Value Claiming</i></p>	<p>8:30 a.m. – 12:00 noon</p> <p><i>Adding Complexity: Advanced Tactics for Value Creation and Claiming</i></p>
<p>Lunch (DuBose House)</p> <p>12:00 – 1:00 p.m.</p>	<p>Lunch (DuBose House)</p> <p>12:00 – 1:00 p.m.</p>
<p>1:00 – 5:00 p.m.</p> <p><i>Tactics for Integrative Negotiation and Value Creation</i></p>	<p>1:00 – 5:00 p.m.</p> <p><i>Putting it all Together: Multi-Party Agreements in On-Going Relationships</i></p>

*Sample schedule. Subject to change.