

# Skills of Negotiation

## Course Agenda



## Day 1 Agenda

<b>09:30 - 10:00</b>	Registration and introductions <b>Robert Maguire &amp; Janet Izatt</b>
	Introduction to Negotiation
	Break
<b>12:30 - 13:30</b>	Introduction to Negotiation (continued)
	Lunch
	A.C.T.I.V.E™ Approach to Negotiation
	Simulation preparation
	Break
	Simulation practice

## Day 2 Agenda

<b>08:30 - 09:00</b>	Learning Review
	Personal Style and Negotiation
	Break

	Simulation preparation
	Simulation practice
	Review and Evaluation
<b>13:00 - 14:00</b>	Lunch
	Control Skills for Negotiators
	Simulation preparation
	Break
	Simulation practice
	Review and Evaluation
	Simulation Preparation
<b>17:30</b>	End of Day Two

## Day 3 Agenda

<b>08:30 09:00</b>	Learning Review
	Behaviours of Excellent Negotiators

	Break
	Simulation Practice
	Review Evaluation and Summary
<b>12:30 - 13:30</b>	Lunch
<b>13:30 - 14:30</b>	Course Ends