

# INFLUENCE AND NEGOTIATION STRATEGIES

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
7:00 – 7:50 am		<b>Breakfast</b>	<b>Breakfast</b>	<b>Breakfast</b>	<b>Breakfast</b>	<b>Breakfast</b>
8:30 – 10:00 am		The Choice to Negotiate  Neale	<b>8:00 – 10:00 am</b> Negotiating for Competitive Advantage: Debriefing El-Tek  Neale	Agents and Negotiation: Negotiating Bullard Houses  Halevy (N)	Coalition Forming and Relationships: Debriefing Federated Science Fund  Neale	<b>8:00 – 9:00 am</b> Negotiating in Groups: Preparing Harborco Neale  <b>9:00 – 10:30 am</b> Negotiate Harborco Neale (N)
10:00 – 10:15 am		Break and Group Photo	Break	Break	Break	<b>10:30 – 10:45 am</b> Break
10:15 – 11:45 am		Creating Value: The New Recruit Negotiation  Neale (N)	Reciprocal Influence: Preparing and Negotiating “The Performance Interview”  Northcraft (N)	Ethics and Negotiation: Debriefing Bullard Houses  Halevy	Managing Emotions in Negotiation: Preparing Viking  Tiedens	<b>10:45am – 12:00pm</b> Negotiating in Groups: Debrief Harborco  Neale
11:45 am – 1:00 pm		Lunch	Lunch	Lunch	Lunch	<b>12:00 pm</b> Box Lunches Available
1:00 – 2:30 pm		Creating Value: Debriefing New Recruit  Neale	Reciprocal Influence Between Managers and Subordinates  Northcraft	Power and Influence in Social Settings  Lowery	Managing Emotions in Negotiation: Negotiate Viking  Tiedens (N)	<i>Please plan to check out of the Schwab Residential Center by 2:00 pm</i>
2:30 – 2:45 pm		Break	Break	Break	Break	
2:45 – 4:15 pm		Negotiating for the Competitive Edge: Preparing El-Tek  Neale	Managers as Third Parties I  Northcraft	Influencing Without Authority: The One to the Many (12 Angry Men)  Lowery	Managing Emotions in Negotiation: Debrief Viking  Tiedens	
4:15 – 4:30 pm	<b>4:00 – 5:00 pm</b> Optional Campus Walking Tour	Individual Study and Preparation (El-Tek)	Break	Break	Individual Study and Preparation (Harborco)	
4:30 – 5:45 pm			Managers as Third Parties II  Northcraft (N)	Coalition Forming and Relationships: Negotiating Federated Science Fund  Neale (N)		
5:45 – 7:00 pm	<b>5:45pm</b> Reception <b>6:15pm</b> Dinner and Program Overview	<b>5:45 pm</b> Reception  <b>6:15 pm</b> Dinner	<b>5:45 pm</b> Reception  <b>6:15 pm</b> Dinner	<b>5:45 pm</b> Reception  <b>6:15 pm</b> Dinner	<b>5:45 pm</b> Reception  <b>6:15 pm</b> Closing Dinner and Certificate Presentation	
7:00 – 9:00 pm		Negotiating for the Competitive Edge: The El-Tek Negotiation  Neale (N)			Late Evening Reception, Rosenberg Lounge	