

# Negotiation Strategies for Executives

November 2–4, 2009

	<b>Monday</b>	<b>Tuesday</b>	<b>Wednesday</b>
Morning	<p>Welcome &amp; Introduction <b>Pri Shah</b> <b>Carlson School</b></p> <p>Overview</p> <p>Negotiation Worksheet</p> <p>Fundamentals of Relationship-Based Negotiation</p> <p>Negotiation Exercise and Debrief</p> <p>Negotiation and Influence Tactics</p>	<p><b>Pri Shah</b> Negotiation Exercise and Debrief</p> <p>Integrative Negotiations</p> <p>Conflict Management and Cross Cultural Negotiations</p>	<p><b>Lori Abrams</b> <b>Carlson School</b> Communication Styles and Needs</p> <p>Individual Differences in Negotiations</p> <p>Negotiation Exercise and Debrief</p>
	Lunch	Lunch	Lunch
Afternoon	<p><b>Jim Hilbert</b> <b>Alignor, LLC</b> Engineering the Art of Negotiation</p>	<p><b>Pri Shah</b> Negotiation Exercise and Debrief</p> <p>Group Negotiations</p>	<p><b>Pri Shah</b> Negotiation Exercise and Debrief</p> <p>Summary and Evaluations</p>

Faculty and Curriculum Subject to Change