



Negotiation Training

Winning Negotiations
MOW Sports Club, South C, Nairobi
Wed 28th February 2018
9:00am – 4:00pm
 Timetable v1



TIME	ACTIVITY	SPEAKERS
9:00am - 9:45am	Session 1 Ice Breakers: Experiential Learning, Critical Thinking	Boniface Omina, Africa Footprints
9:45am – 10:15am	Session 2 Introduction: Value of Negotiation	Akad Mentees
10:15am – 11:15am	Session 3 Negotiation Theories	Boniface Omina
11:15am - 11:30am	Health Break	TBA
11:30am – 12:30pm	Session 4 Negotiation in Practise	Rev. Dr. Julius Weche
12:30pm – 1:30pm	Lunch	MOW Sports Club
1:30pm – 2:30pm	Session 5 Negotiation Role Play 1	Boniface Omina
2:30pm – 3:30 pm	Session 6 Negotiation Role Play 2	Rev Dr. Julius Weche
3:30pm – 4:00pm	Session 7 Debriefing & Value Addition	Rev. Dr. Julius Weche
4:00pm	Departure & Networking	

