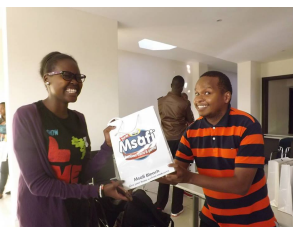




Negotiation Training

Winning Negotiations
DAILY DRAFT TIMETABLE (3 DAYS)



TIME	ACTIVITY
9:00am - 9:45am	Session 1 Ice Breakers: Experiential Learning, Critical Thinking
9:45am – 10:30am	Session 2 Daily Topic Introduction: Value of Negotiation, Negotiation Theories
10:30am – 11:00am	Health Break
11:00am – 12:30pm	Session 4 Negotiation in Practise <ul style="list-style-type: none"> • Background – Day 1 • Parties - Day 1 • Stakeholders – Day 2 • Stages of negotiation – Day 2 • Process – Day 3 • Settlement – Day 3 • POSS – Day 3
12:30 pm – 1:30pm	Lunch
1:30pm – 2:30pm	Session 5 Group Sessions: Negotiation Role Play 1 - For Specific day topic
2:30pm – 3:30 pm	Session 6 Smaller Sessions: Negotiation Role Play 2 – For Specific Day Topic
3:30pm – 4:30pm	Session 7 Debriefing & Value Addition – For Specific Day Topic
4:30pm	Departure & Networking

