

The Negotiation Edge: Effective Strategies for Women
April 3 - 5, 2006
Draft Program Schedule

Monday 4/3	Tuesday 4/4	Wednesday 4/5
7:45 – 8:30am Registration & Continental Breakfast	8:00 – 8:30am Continental Breakfast	8:00 – 8:30am Continental Breakfast
8:30 – 12:00pm Distributive Negotiations - Basic structure of the distributive model - How to be effective claiming value - Opening offers and concession-making behavior Gender Issues in Negotiation: The Shadow Negotiation - Framing the issue of gender - Challenges for women negotiators - Recognizing negotiating opportunities - How gender matters in the shadow negotiation	8:30 – 12:00pm Joint Negotiations: Creative Value - Understanding interests - Sources of creativity in joint gains negotiation - Overcoming barriers to creative settlements	8:30 – 12:00pm Finding a Style That Fits: Dealing with Emotional Situations - Relational contexts of negotiation - Why conflicts escalate and get emotional - Style and strategy across situations Negotiating What You are Worth - Knowing what you want - Making your value visible - Being flexible and creative - No can be just the beginning
12:00 – 1:00pm Lunch	12:00 – 12:45pm Lunch	12:00 – 1:00pm Lunch & Book Signing
1:00 – 4:30pm The Shadow Negotiation: Getting into a Good Position to Negotiate - Getting out of your own way - Using strategic moves to get negotiations going - Turning strategic moves	12:45 – 4:30pm The Shadow Negotiation: Having an Appreciative Conversation - Seeing others from their perspective - Laying the groundwork for collaboration - Getting buy-in to a shared problem Putting It All Together: Negotiating Difficult Situations - Taking the perspective of the other - Working on skills and getting feedback	