

## Weekly overview:

### Effective Negotiation in the International Context

Time	Monday	Tuesday	Wednesday
8:30 - 12:00 (incl. coffee breaks)	<ul style="list-style-type: none"> <li>• What are negotiations?</li> <li>• Intercultural considerations</li> <li>• Your conflict style</li> </ul>	<ul style="list-style-type: none"> <li>• The Harvard Method: People</li> </ul>	<ul style="list-style-type: none"> <li>• Role plays followed by reflection and feedback</li> </ul>
<u>Lunch break</u>			
14:00 - 17:30 (incl. coffee breaks)	<ul style="list-style-type: none"> <li>• The Harvard Method: Interests</li> </ul>	<ul style="list-style-type: none"> <li>• The Harvard Method: Options</li> <li>• The Harvard Method: Independent Criteria</li> <li>• The Harvard Method: BATNA &amp; WATNA</li> <li>• Other considerations</li> <li>• Role play preparation</li> </ul>	<ul style="list-style-type: none"> <li>• Role plays followed by reflection and feedback</li> <li>• Workshop close</li> </ul>