

morning

9:00 – 9:15	Opening
9:15 – 9:45	Negotiation (breakout session)
9:45 – 10:30	Debrief Negotiation Principles (2) <ul style="list-style-type: none">• Set High Targets• Manage Information
10:30 – 10:45	Break
10:45 – 11:30	Self-Paced e-learning Modules: <ul style="list-style-type: none">• Position Advantageously – 15 min• Satisfy Needs Over Wants– 16 min
11:30 – 12:30	Debrief Negotiation Principles (3) <ul style="list-style-type: none">• Position Advantageously• Satisfy Needs Over Wants• Know Your Power
12:30 – 1:30	Lunch

afternoon

1:30 – 1:45	Concede According to Plan
1:45 – 2:00	Concession Activity – group
2:00 – 2:30	Concession Patterns
2:30 – 2:45	Self-Paced e-learning Module: <ul style="list-style-type: none">• Manage Tension– 14 min
2:45 – 3:15	Break
3:15 – 3:30	Negotiating Behaviors
3:30 – 4:30	Self-Interest Behaviors (breakout session)
4:30 – 4:45	Healthburger Homework & Wrap Up



morning

9:00 – 9:20 Principle Review & Teach back

9:20 – 9:50 Healthburger Negotiation
(team planning)

9:50 – 10:30 Healthburger Negotiation
(negotiation breakout)

10:30 – 10:45 Break

10:45 – 12:00 Debrief Negotiation

12:00 – 1:00 Lunch

afternoon

1:00 – 1:30 Negotiables

1:30 – 2:00 Relationship Behaviors

2:00 – 3:00 Relationship Behaviors Skill
Practice (breakout session)

3:00 – 3:15 Wrap Up

- Evaluations
- Virtual Coach
- Close

