

Negotiation Skills Training

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
	BREAKFAST 7 – 8:15 AM				
	8:30 AM – Noon Participant Introductions Seven Elements of Negotiations – Part 1	8:30 AM – Noon Prayer & Smudge Negotiation Processes & Preparing for Negotiations Case Study #2	8:30 AM – Noon Negotiating with Strengths Case Study #3	8:30 AM – Noon Prayer & Smudge Negotiators' Insights Panel Discussion with special guests	8:30 AM – Noon Case Study #4 Applying Lessons Learned & Reflections on Negotiation: Roundtable Discussion
	LUNCH 12 – 1:15 PM				BANQUET LUNCH 12 – 1:30 PM
5:30 PM Program Starts with Dinner in Vistas Dining Room	1:15 – 5:30 PM Case Study #1 Seven Elements of Negotiations – Part 2	1:15 – 5:30 PM Case Study #2 (cont'd) & Debrief Knowing Yourself Through Your Strengths	1:15 – 5:30 PM Case Study #3 (cont'd) & Debrief Free afternoon	1:15 – 5:30 PM Negotiation Strategies, Including Internal & External Negotiations Film Viewing & Debrief Preparations for Final Morning of Program	1:30 PM Program Ends Depart The Banff Centre
	DINNER 5:30 – 6:30 PM				
6:45 – 9 PM Welcome Opening Prayer Program Overview	Free evening	Free evening	Free evening	Free evening	<i>Please note that check-out is after breakfast on Friday morning.</i>