

<b>AGENDA On-Line NST February 16-17, 2021</b>	<b>Time</b>	<b>DRAFT</b>
<b>Day One – February 16, 2021</b>		
<b>Participant and Faculty Introduction</b> <ul style="list-style-type: none"> <li>• Opening Prayer and Elder’s Teaching</li> <li>• Introduction to Banff Centre and Certificate</li> <li>• On-line mechanics – explaining the class delivery process</li> <li>• What to do in the event of “Technical Difficulties”</li> <li>• Over-view of Day</li> <li>• Course Assessment Process</li> <li>• Introductions</li> </ul>	9:00 am to 9:45 am	45
<b>Introduction to Negotiations</b> <ul style="list-style-type: none"> <li>• What are negotiations?</li> <li>• What defines the interest-based approach</li> <li>• Why interest-based negotiations may be helpful</li> </ul>	9:30 am to 9:45 am	15
<b>Principles of Interest Based Negotiations:</b> Relationships, Communication, Interests, BATNA, Options, Legitimacy, and Commitment`	9:45 am to 10:00 am	15
<b>Break</b>	10:00 am to 10:15 am	15
<b>Principles of Interest Based Negotiations: (continued)</b>	10:15 am to noon	105
<b>Lunch Break</b>	Noon to 1:00 pm	60
<b>Principles of Interest Based Negotiations Continued:</b>	1:00 pm to 2:20 pm	80
<b>Break</b>	2:20 pm to 2:35 pm	15
<b>Interest Identification Exercise – Education MOU</b> <ul style="list-style-type: none"> <li>• Introduction of exercise</li> <li>• Identify “interests” verses “positions”</li> </ul>	2:35 pm to 3:30 pm	55
<b>Education Debrief Exercise and Assignment of Homework</b>	3:30 pm to 4:00 pm	30
<b>Day 1 Day End</b>	4:00 pm	
<b>Day 2 – February 17, 2021</b>		
<b>Review of the Previous Day and Questions</b>	9:00 am to 9:30 am	30
<b>Negotiation Preparation and Organizational Readiness</b>	9:30 am to 11:15 am	90
<b>Break</b>	10:30 am to 10:45 am	15
<b>Tool Box of Negotiations and Strategies</b>	11:15 am to Noon	45
<b>Lunch</b>	Noon to 1:00 pm	60
<b>Interest Identification Exercise – Lumber Harvesting Dispute</b> <ul style="list-style-type: none"> <li>• Introduction of exercise</li> <li>• Identify “interests” verses “positions”</li> </ul>	1:00 pm to 2:15 pm	75
<b>Education Debrief Exercise</b>	2:15 pm to 2:45 pm	30
<b>Day end</b> <ul style="list-style-type: none"> <li>• Course De-brief – Lessons Learnt</li> <li>• Information about 4-day program</li> <li>• Closing Circle</li> </ul>	2:45 pm to 3:15 pm	30