

AGENDA On-Line NST January 19-20, 2021	Time	DRAFT
Day One – January 19, 2021		
Participant and Faculty Introduction <ul style="list-style-type: none"> • Opening Prayer and Elder’s Teaching • Introduction to Banff Centre and Certificate • On-line mechanics – explaining the class delivery process • What to do in the event of “Technical Difficulties” • Over-view of Day • Course Assessment Process • Introductions 	9:00 am to 9:45 am	45
Introduction to Negotiations <ul style="list-style-type: none"> • What are negotiations? • What defines the interest-based approach • Why interest-based negotiations may be helpful 	9:30 am to 9:45 am	15
Principles of Interest Based Negotiations: Relationships, Communication, Interests, BATNA, Options, Legitimacy, and Commitment`	9:45 am to 10:00 am	15
Break	10:00 am to 10:15 am	15
Principles of Interest Based Negotiations: (continued)	10:15 am to noon	105
Lunch Break	Noon to 1:00 pm	60
Principles of Interest Based Negotiations Continued:	1:00 pm to 2:20 pm	80
Break	2:20 pm to 2:35 pm	15
Interest Identification Exercise – Education MOU <ul style="list-style-type: none"> • Introduction of exercise • Identify “interests” verses “positions” 	2:35 pm to 3:30 pm	55
Debrief Exercise and Assignment of Homework	3:30 pm to 4:00 pm	30
Day 1 Day End	4:00 pm	
Day 2 – January 20, 2021		
Review of the Previous Day and Questions	9:00 am to 9:30 am	30
Negotiation Preparation and Organizational Readiness	9:30 am to 11:15 am	90
Break	10:30 am to 10:45 am	15
Tool Box of Negotiations and Strategies	11:15 am to Noon	45
Lunch	Noon to 1:00 pm	60
Interest Identification Exercise – Lumber Harvesting Dispute <ul style="list-style-type: none"> • Introduction of exercise • Identify “interests” verses “positions” 	1:00 pm to 2:15 pm	75
Debrief Exercise	2:15 pm to 2:45 pm	30
Day end <ul style="list-style-type: none"> • Course De-brief – Lessons Learnt • Information about 4-day program • Closing Circle 	2:45 pm to 3:15 pm	30