May 22, 2018

Introductions and review of course
Dynamics of negotiation
  Oil Pricing Exercise
  Break
  Debrief of exercise

Homework: Review Getting to YES summary; read instructions for Maritime Incident role play

May 23, 2018

Introduction to distributive approaches to negotiation
  Parker-Gibson Exercise: preparation, negotiation and debrief
  Break

Introduction to integrative negotiation: a framework for analysis

Homework: Review instructions for Maritime Incident simulation and prepare to negotiate using negotiation analysis framework

May 25, 2018

Review/Questions from previous day
Negotiate Maritime Incident role play and debrief
  Break
  The nature and role of power in negotiation (introduction)
Pulling it together: Integrative Negotiation in South Africa (video)