

August 2019 Course Outline and Schedule

8/14 - 3PM EST SESSION 1	<ul style="list-style-type: none"> ■ Course Overview & Expectations; ■ Developing your Objectives & Negotiable Issues
8/21 - 3PM EST SESSION 2	<ul style="list-style-type: none"> ■ Setting Goals; Creating Your Best Alternative to a Negotiated Agreement (BATNA); ■ Determining your Reservation Point
8/28 - 3PM EST SESSION 3	<ul style="list-style-type: none"> ■ Analyzing the Other Side
9/04 - 3PM EST SESSION 4	<ul style="list-style-type: none"> ■ Making the First Offer
9/09 – 9/13 SESSION 5	<i>Peer Mentor Negotiation Week (no live session)</i>
9/18 - 3PM EST SESSION 6	<ul style="list-style-type: none"> ■ Developing Your Scoring Tools
9/25 - 3PM EST SESSION 7	<ul style="list-style-type: none"> ■ Negotiating with Package Deals; ■ Leaving Room to Concede
9/30 – 10/04 SESSION 8	<i>Peer Mentor Negotiation Week (no live session)</i>
10/9 - 3PM EST SESSION 9	<ul style="list-style-type: none"> ■ Developing MESOS: ■ Multiple Equivalent Simultaneous Offers
10/16 - 3PM EST SESSION 10	<ul style="list-style-type: none"> ■ Conclusion