

Entrepreneurial Negotiations: The MIT Way

WEEK 1: Get Started

The course officially kicks off!

In the first week, you'll see who's in the class and get a bunch of course background information.

After that, you will walk you through the course learning design, where you'll experience some content and sample some of the tools that we will use.

Let the fun begin!

Get Started

- Entrance Survey 5 min
- Welcome 3 min
- Course Schedule 5 min
- Meet Your Fellow Students 5 min
- Meet Your Course Instructors 5 min
- Learning Design 35 min
- Your Cohort Assignment 5 min
- UnHangout Video Conference 1 hour
- Objectives and Learner Expectations 2 min
- Grading and Completion Criteria 1 min
- Certification Information 1 min
- Four Features of Entrepreneurial Negotiations 2 min
- Readings 25 min
- Negotiation Key Terms 5 min

WEEK 2: Manage Ego and Emotions

Now it gets real --“The MIT Way” revs up and it’s all about the doing. In this week, you’ll be asked to role play in a simulated negotiation.

You’ll have the opportunity to watch the same negotiation enacted by 2 MIT graduate students. You’ll reflect on what you learned and then debrief the simulation with Professor Larry Susskind.

Next up you’ll hear from entrepreneurs about how they’ve dealt with the same issues faced in the simulation.

Finally, you’ll apply everything you’ve learned to a written assignment and then you’ll grade other students’ work.

Manage Ego and Emotions

- Before You Begin 2 min
- Readings 20 min
- PREPARE & DO PowerGraphics Simulation 2 hours
- WATCH PowerGraphics Simulation (optional) 30 min
- REFLECT PowerGraphics Simulation 30 min
- DEBRIEF PowerGraphics Simulation 20 min
- EXPERIENCE Voices from the Field 5 min
- APPLY What You’ve Learned 1 hour 15 min

WEEK 3: Build Working and Trusting Relationships

Weeks 3–5 have a similar cadence to Week 2 except the content focus is different.

Hopefully you've established a study rhythm and are feeling in the groove. If not, now is the time to let the course team know! They're here to help.

Specific Topics in Week 3 include:

- Before You Begin 2 min
- Readings 20 min
- PREPARE & DO MedLee Simulation 2 hours
- WATCH MedLee Simulation (optional) 40 min
- REFLECT MedLee Simulation 30 min
- DEBRIEF MedLee Simulation 15 min
- EXPERIENCE Voices from the Field 5 min
- APPLY What You've Learned 1 hour 15 min

WEEK 4: Deal with Uncertainty

You're half-way through, but there still lots more to learn.

This whole process (prepare-do-watch-reflect-analyze-experience-apply-grade) might feel like a lot of work, but we promise it will pay dividends. This pedagogy is very much intentional and has proven to work for many learners.

Specific Topics in Week 4 Include:

- Before You Begin 2 min
- Readings 25 min
- PREPARE & DO Bullard Houses Simulation 2 hours
- WATCH Bullard Houses Simulation (optional) 1 hour 25 min
- REFLECT Bullard Houses Simulation 30 min
- DEBRIEF Bullard Houses Simulation 25 min
- EXPERIENCE Voices from the Field 5 min
- APPLY What You've Learned 1 hour 15 min

WEEK 5: Handle Technical Complexity

All right, last time to exercise your negotiation chops and show us what you've got. Give it your all and wow your classmate with your negotiating skills.

Specific Topics in Week 5 Include:

- | | |
|--|---------------|
| ▪ Before You Begin | 2 min |
| ▪ Readings | 30 min |
| ▪ PREPARE & DO Aerospace Ventures Simulation | 2 hours |
| ▪ WATCH Aerospace Ventures Simulation (optional) | 1 hour 55 min |
| ▪ REFLECT Aerospace Ventures Simulation | 30 min |
| ▪ DEBRIEF Aerospace Ventures Simulation | 25 min |
| ▪ EXPERIENCE Voices from the Field | 5 min |
| ▪ APPLY What You've Learned | 1 hour 15 min |

WEEK 6: Deal with Uncertainty

The course team hopes you've enjoyed the past 5 weeks and are sad to think the program will be coming to a close. But don't think of this as an end; think of it as a beginning! The beginning of you being a more powerful negotiator and to becoming a continuously reflective practitioner.

Specific Topics in Week 6 Include:

- Becoming a Reflective Practitioner 3 min
- Looking Back on Your Journal Entries 30 min
- Advice from Entrepreneurs 3 min
- Overview of Key Lessons 4 min
- Final Readings 30 min
- Creating Value 5 min

- **Exit Survey** 10 min

After the course ends...

Download your certificate.

Last Day of the Course

- Course ends at 23:30 UTC

Two Days after the Course Ends

- Download your Course Certificate from your student dashboard

90 Days after the Course Ends

- Course closes and all content is archived