



Negotiating and Applying Influence and Power Schedule

Note: Most graded activities are due the last day of the course. A few graded assignments, however, have deadlines before that.

WEEK 1: NEGOTIATION (3.0 hrs)

In Week 1, you'll deep dive into the Mutual Gains Approach to negotiation. Each step of this approach (preparation, creating value, distributing value, and follow through), can bring you closer to a successful negotiation. At the end of the week, you'll have the opportunity to put theory into practice when you join your course team in a multi-person negotiation role play.

- **Negotiation: Introduction**
- **Mutual Gains Approach**
- **Preparation in Practice**
- **Preparation Good and Bad**
- **Value Creation Good and Bad**
- **Strategies for Distributing Value**
- **Follow Through**
- **Multisumma Role Play Simulation**
- **Multisumma Role Play Negotiation Reflection and Debrief**

WEEK 2: INFLUENCE (3.0 hrs)

In Week 2, you'll learn how influence, and in particular persuasion, is a key component of a negotiation between multiple parties. You'll also explore how styles of communication, negotiation, and leadership can differ based on different audiences and "back tables." At the end of the week, you'll put theory into practice in a multi-person negotiation role play.

- **Influence: Introduction**
- **Six Principles of Persuasion**
- **Importance of "Pre-suasion"**
- **Communication and Leadership**
- **Common Measures Role Play Simulation**
- **Common Measures Role Play Simulation Reflection and Debrief**

WEEK 3: POWER (3.0 hrs)

In Week 3, you'll discover how power differentials and sources of power (both obvious and subtle) can alter how you negotiate. You'll also explore the how coalitions form and interact throughout a negotiation. At the end of the week, you'll have two opportunities to put theory into practice via multi-person negotiation roles plays.

- **Power: Introduction**
- **Sources of Power and Power Differentials**
- **Multimode Role Play Simulation**
- **Multimode Role Play Reflection and Debrief**
- **Power of Coalitions**
- **Optional: Three Party Game Role Play Simulation**
- **Optional: Three Party Game Role Play Simulation Reflection and Debrief**
- **Course Conclusion**
- **Your Next Negotiation**