

Negotiate with Influence: Shape Outcomes at the Bargaining Table

October 2021 Cohort

Faculty: John Burrows

Topic Overview – Live-Online Format

All times are Central Time

WEEK 1	Module 1: Monday October 4	Module 2: Wednesday October 6
9:00 am- 11:00 am CT	Essentials in Negotiation Negotiation Approaches and Styles	
WEEK 2	Module 3: Monday October 11	Module 4: Wednesday October 13
9:00 am- 12:00 pm CT	Influence in your Negotiations Negotiation Tools and Multi-Party Negotiations	