

**Workshop sessions:**

<b>Day 1</b>	<b>Day 2</b>
<ul style="list-style-type: none"> <li>• Introduction to negotiation               <ul style="list-style-type: none"> <li>○ A simulation on price-setting</li> <li>○ debriefing and concepts</li> </ul> </li> <li>• Personal negotiation style               <ul style="list-style-type: none"> <li>○ Personal style assessment exercise</li> <li>○ debriefing and concepts</li> </ul> </li> <li>• Dealing with difficult behaviours               <ul style="list-style-type: none"> <li>○ Difficult behaviour role play</li> <li>○ debriefing and concepts</li> </ul> </li> <li>• Discussion on Active listening</li> <li>• Integrative Negotiation               <ul style="list-style-type: none"> <li>○ A simulation on “budget battle”</li> <li>○ debriefing and concepts</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Asymmetrical Negotiations               <ul style="list-style-type: none"> <li>○ Simulation to address ‘Power’ in negotiations</li> <li>○ Debriefing and concepts</li> </ul> </li> <li>• Coalition building</li> <li>• Multiparty negotiations               <ul style="list-style-type: none"> <li>○ Simulation</li> <li>○ debriefing and concepts</li> </ul> </li> <li>• Evaluation</li> </ul>