<table>
<thead>
<tr>
<th>Week</th>
<th>Day</th>
<th>Date</th>
<th>Negotiations Topics</th>
<th>Readings/ Assignments Due</th>
</tr>
</thead>
</table>
| 1    | Mon | 1/13 | Purposes of Negotiations; Review Syllabus | Before class—Read Syllabus & Craver Ch 1  
|      |     |      | Complete Assignment: Negotiate Anything With Anyone | Submit Summary on DROPBOX by Tues 1/14 @ 5pm |
|      | Wed | 1/15 | Verbal & Nonverbal Communication | Read Craver Ch. 3  
|      |     |      | **APPLY for Inter-School Negotiation** |
| 2    | Mon | 1/20 | No class--- MLK DAY  
|      |     |      | Watch Movie “Selma” | Watch movie and read article (details to follow)  
|      | Wed | 1/22 | Factors Affecting Negotiation -Types of Negotiators | Write 2 pgs. on neg’ns in movie –Due Sat. 1/25 by 10pm |
| 3    | Mon | 1/27 | IN CLASS  LAB: Practice exercise #1 | 5pm Tues –Scoresheet w/ SA to drop box; PA on Forum  
|      | Wed | 1/29 | Review Practice Ex #1;  
|      |     |      | I. PREPARATION STAGE (Limits & Goals) | Read Craver 4  
|      |     |      | Get Practice Ex.#2 |
| 4    | Mon | 2/3  | LAB-- Practice exercise #2 | 5pm Tues –Scoresheet w/ SA to drop box; PA on Forum  
|      | Wed | 2/5  | Review Practice Ex.# 2; Watch Videos  
|      |     |      | II. PRELIMINARY STAGE (Setting the Tone); | Read Craver 5  
|      |     |      | Get Practice Ex #3  
|      |     |      | **Last day to APPLY for Inter-School Negotiation is 2/7 !!!!! |
| 5    | Mon | 2/10 | LAB-- Practice exercise # 3 | 5pm Tues –Scoresheet w/ SA to drop box; PA on Forum  
|      | Wed | 2/12 | Review Practice Ex.# 3;  
|      |     |      | III. INFORMATION STAGE (Value Creating); | Read Craver 6  
|      |     |      | Get Practice Ex #4 |
| 6    | Mon | 2/17 | LAB-- Practice Exercise #4 | 5pm Tues –Scoresheet w/ SA to drop box; PA on Forum  
|      | Wed | 2/19 | Review Practice Ex #4; IV. THE COMPETITIVE/ DISTRIBUTIVE STAGE (Value Claiming); | Read Craver 7  
|      |     |      | Get Graded Exercise “A” |
| 7    | Mon | 2/24 | LAB-Negotiate GRADED Ex. A- | 5pm Tues –Scoresheet w/ SA to drop box; PA on Forum  
|      | Wed | 2/26 | Review Ex A; V. CLOSING STAGE (Value Solidifying) &  
|      |     |      | VI. COOPERATIVE/INTEGRATIVE STAGE (Value Maximizing) | Read Craver 8-9  
|      |     |      | Begin Reading/Outlining GETTING TO YES |
| 8    | Mon | 3/2  | (class) GETTING TO YES -INTERESTS -OPTIONS -STANDARDS | GTY 1-5; WORKSHEET in class  
|      | Wed | 3/4  | GETTING TO YES - PEOPLE, -BATNA/ALTERNATIVES (FINISH WORKSHEET) | **Inter-School Negotiation begins, info emailed today!  
|      |     |      | **Review inter-school exercise & contact partner by 5 pm Fri. Mar. 6th (no later than noon Mon. Mar 9th)** |

************** 3/7 to 3/15 NO CLASS - SPRING BREAK **************
MLK DAY: MOVIE....
Read article and watch the movie Selma, take notes on negotiations in the movie (or actions that led to negotiation)


OR Erin Brokovich???