

**INFLUENCE AND NEGOTIATION STRATEGIES PROGRAM**  
**STANFORD GRADUATE SCHOOL OF BUSINESS**

|                           | <i>Sunday</i>   | <i>Monday</i>  | <i>Tuesday</i>   | <i>Wednesday</i>   | <i>Thursday</i>  | <i>Friday</i>   |  |
|---------------------------|---|--|--|--|--|---|--|
| <b>8:30 – 10:00 am</b>    | <i>Check-in at Schwab Center available after 12:00 pm</i> | The Choice to Negotiate<br><br><b>Neale</b>  | Negotiating for Competitive Advantage: Debriefing El-Tek<br><br><b>Neale</b> | Coalition Forming and Relationships: Negotiating Federated Science Fund<br><br><b>Neale</b> (N)          | Managers as Third Parties I<br><br><b>Northcraft</b> (N)                     | Negotiating in Groups: Prepare and Negotiate Harborco<br><br><b>Neale</b> (N) |  |
| <b>10:00 – 10:15 am</b>   |   | Break  | Break  | Break  | Break  | Break   |  |
| <b>10:15 – 11:45 am</b>   |   | Creating Value: The New Recruit Negotiation<br><br><b>Neale</b> (N)                  | Agents and Negotiation: Negotiating Bullard Houses<br><br><b>Mullen</b> (N)  | Coalition Forming and Relationships: Debriefing Federated Science Fund<br><br><b>Neale</b>               | Managers as Third Parties II<br><br><b>Northcraft</b>                        | Negotiating in Groups: Debrief Harborco<br><br><b>Neale</b>                   |  |
| <b>11:45 am – 1:00 pm</b> |   | Lunch  | Lunch  | Lunch  | Lunch  | Boxed Lunches Available   |  |
| <b>1:00 – 2:30 pm</b>     |   | Creating Value: Debriefing New Recruit<br><br><b>Neale</b>                           | Ethics and Negotiation: Debriefing Bullard Houses<br><br><b>Mullen</b>       | Reciprocal Influence: Preparing and Negotiating “The Performance Interview”<br><br><b>Northcraft</b> (N) | Managing Emotions in Negotiation: Preparing Viking<br><br><b>Tiedens</b>     | <i>Check-out of Schwab Center by 2:00 pm</i>                                  |  |
| <b>2:30 – 2:45 pm</b>     |   | Break  | Break  | Break  | Break  |   |  |
| <b>2:45 – 4:15 pm</b>     |   | Negotiating for the Competitive Edge: Preparing El-Tek<br><br><b>Neale</b>           | Power and Influence in Social Settings<br><br><b>Lowery</b>                  | Reciprocal Influence Between Managers and Subordinates<br><br><b>Northcraft</b>                          | Managing Emotions in Negotiation: Negotiate Viking<br><br><b>Tiedens</b> (N) |   |  |
| <b>4:15 – 4:30 pm</b>     |   | <b>4:30 – 5:30 pm</b><br>Optional Campus Tour  | Individual Study and Preparation (El-Tek)                                    | Break  | Individual Study and Preparation   |   | Break  |
| <b>4:30 – 5:45 pm</b>     |   |  |  | Influencing Without Authority: The One to the Many (12 Angry Men)<br><br><b>Lowery</b>                   |  |   | Managing Emotions in Negotiation: Debrief Viking<br><br><b>Tiedens</b>                 |
| <b>5:45 – 7:00 pm</b>     |   | <b>5:45 pm</b> Reception<br><b>6:15 pm</b> Dinner and Program Overview               | <b>5:45 pm</b> Reception<br><b>6:15 pm</b> Dinner                            | <b>5:45 pm</b> Reception<br><b>6:15 pm</b> Dinner  | <b>5:45 pm</b> Reception<br><b>6:15 pm</b> Dinner                            |   | <b>5:45 pm</b> Reception<br><b>6:15 pm</b> Closing Dinner and Certificate Presentation |
| <b>7:00 – 9:00 pm</b>     |   | Negotiating for the Competitive Edge: The El-Tek Negotiation<br><br><b>Neale</b> (N) |  |  | Late Evening Reception, Rosenberg Lounge                                     |   |  |