

## Week One

Activity	Timeframe						Time Estimate
	MON, 2/6	TUE, 2/7	WED, 2/8	THU, 2/9	FRI, 2/10	MON, 2/13	
<b>PRE-TRAINING ACTIVITIES</b>							
<b>0-1. Assess your conflict style</b> • Assess your conflict style using the DynamicFeedback survey. • Have four or more others assess your conflict style.	due: 8pm						1 hour
<b>0-2. Read <i>Getting to Yes</i> and “The Seven Elements of Interest-Based Negotiation”</b>	due: 8pm						3 hours
<b>0-3. Introduce yourself</b> • Post your self-introduction • Reply to at least 2 other participants	due: 8pm (1 <sup>st</sup> post)	due: 12pm (2 replies)					1 hour
<b>Activities for Unit 1: THE SEVEN ELEMENTS OF INTEREST-BASED NEGOTIATIONS</b>							
<b>1-1. Conduct a Negotiation: <i>Sally Soprano I</i></b> • With your partner, negotiate the <i>Sally Soprano</i> scenario • Debrief the simulation • Submit an evaluation	1 hour negotiation	due: 12pm (evaluation)					2 hours
<b>Live Linkup #1</b>		12 – 1pm					1 hour
<b>1-2. Investigate legitimacy and alternatives in your practice</b> • Identify a common negotiation scenario in your practice • Complete and post the Legitimacy and Alternatives worksheet • Comment on one other post				due: 12pm (1 post)		due: 12pm (1 reply)	2 hours
<b>1-3. Conduct a Negotiation: <i>the PowerScreen Problem</i></b> • Prepare for the negotiation by watching the DVD, completing the preparation worksheet, and meeting with the other participants representing your party. • With your partner, negotiate the <i>Power Screen</i> scenario • With your partner and facilitator, debrief the simulation • Submit an evaluation			4 – 5pm (prep meeting)	2 hour negotiation		due: 12pm (evaluation)	4 hours
<b>Total time estimate:</b>							<b>11 hours</b>

## Week Two

Activity	Timeframe						Time Estimate
	MON, 2/13	TUE, 2/14	WED, 2/15	THU, 2/16	FRI, 2/17	TUE, 2/21	
<b>Activities for Unit 2: NEGOTIATING DIFFICULT SITUATIONS</b>							
<b>2-1. Conduct a Negotiation: <i>Bullard Houses</i></b> • Prepare for the negotiation using the preparation worksheet. • With your partner, negotiate the <i>Bullard Houses</i> scenario. • Submit an evaluation.	2 hour negotiation	due: 12pm (evaluation)					3 hours
<b>2-2. Discuss applying the 7 elements framework to legal aid work</b> • Post potential difficulties of using the 7 elements in actual practice • Reply to at least 1 post.	due: 8pm (1 post)			due: 12pm (1 reply)			1 hour
<b>Live Linkup #2</b>		12 – 1pm					1 hour
<b>2-3. a. Assess your communication strategy by switching roles</b> • With your partner, negotiate in the role of the opposing party of the situation identified.		due: 12pm					1.5 hours
<b>2-3. b. Assess your communication strategy by switching roles</b> • With your partner, negotiate in the role of the other party in the situation identified.				due: 12pm			1.5 hours
<b>2-4. Conduct a Negotiation: <i>Sally Soprano II</i></b> • With your partner, negotiate the <i>Sally Soprano II</i> scenario • Debrief the simulation with your partner and facilitator				2 hour negotiation	due: 8pm		3 hours
<b>2-5. Evaluation</b> • Complete the evaluation of this course and your learning.						due: 12pm	1 hour
<b>Total time estimate:</b>							<b>12 hours</b>