

Negotiation Mastery August 2022 Calendar

Modules become available at 1:00 p.m. Eastern Time (UTC 17:00) on the dates listed below. We suggest that you are ready to begin working through each module when it opens so that you can stay on track to successfully meet the next Simulation Initiation Deadline.

Simulation Initiation Deadlines: You must introduce yourself to your counterpart in each Negotiation Simulation exercise by 1:00 p.m. ET (UTC 17:00). Please check against your local time zone to ensure you complete your coursework before the deadline.

Enrolled participants will retain access to the course until **December 11, 2022**. *Note: Each week is separated by an empty row.*

Week	Module / Assignment	Status	Open / Due Date (1:00 p.m. ET)
Week 1	Course Introduction	Opens	Wednesday, August 17, 2022
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, August 17, 2022
Week 2	Module 1 Simulation Initiation Deadline	Due	Wednesday, August 24, 2022
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, August 31, 2022
Week 4	Module 2 Simulation Initiation Deadline	Due	Wednesday, September 7, 2022
Week 5	Module 3: Managing the Negotiation Process	Opens	Wednesday, September 14, 2022
Week 6	Module 3 Simulation Initiation Deadline	Due	Wednesday, September 21, 2022
Week 7	Module 4: Negotiation Mastery	Opens	Wednesday, September 28, 2022
Week 7	Course Conclusion	Opens	Wednesday, September 28, 2022
Week 8	Module 4 Simulation Initiation Deadline	Due	Wednesday, October 5, 2022
Week 9	Module 4: Negotiation Mastery	Due	Wednesday, October 12, 2022
Week 9	Course Conclusion	Due	Wednesday, October 12, 2022

To add this calendar to your personal Google, Outlook, or Apple Calendar, use this downloadable calendar link:

<https://calendar.google.com/calendar/ical/6anuen4drqm6lnsina5pn4e84g%40group.calendar.google.com/public/basic.ics>

- For a step-by-step guide on how to add this calendar to your personal calendar, visit the [calendar download instructions](#).

To access the course calendar without adding it to your personal calendar, visit the [Google Calendar online](#).