



Negotiation Mastery December 2021 Calendar

Modules become available at 1:00 p.m. Eastern Time (UTC 18:00) 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 18:00). 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 **April 17, 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, December 8, 2021
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, December 8, 2021
Week 2	Module 1 Simulation Initiation Deadline	Due	Wednesday, December 15, 2021
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, December 22, 2021
Weeks 4-5	Winter Break: No modules open or due		December 29, 2021 - January 5, 2022
Week 6	Module 2 Simulation Initiation Deadline	Due	Wednesday, January 12, 2022
Week 7	Module 3: Managing the Negotiation Process	Opens	Wednesday, January 19, 2022
Week 8	Module 3 Simulation Initiation Deadline	Due	Wednesday, January 26, 2022
Week 9	Module 4: Negotiation Mastery	Opens	Wednesday, February 2, 2022
Week 9	Course Conclusion	Opens	Wednesday, February 2, 2022
Week 10	Module 4 Simulation Initiation Deadline	Due	Wednesday, February 9, 2022
Week 11	Module 4: Negotiation Mastery	Due	Wednesday, February 16, 2022
Week 11	Course Conclusion	Due	Wednesday, February 16, 2022

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

<https://calendar.google.com/calendar/ical/b2h45o7lhnkrnkmsvlo9qi34d4%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](#).