



Negotiation Mastery February 2022 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. Please note: Daylight Savings Time begins in the United States on March 13. Deadlines will stay at 1:00 p.m. ET but will convert to UTC 17:00.

Enrolled participants will retain access to the course until **June 19, 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, February 23, 2022
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, February 23, 2022
Week 2	Module 1 Simulation Initiation Deadline	Due	Wednesday, March 2, 2022
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, March 9, 2022
Week 4	Module 2 Simulation Initiation Deadline	Due	Wednesday, March 16, 2022
Week 5	Module 3: Managing the Negotiation Process	Opens	Wednesday, March 23, 2022
Week 6	Module 3 Simulation Initiation Deadline	Due	Wednesday, March 30, 2022
Week 7	Module 4: Negotiation Mastery	Opens	Wednesday, April 6, 2022
Week 7	Course Conclusion	Opens	Wednesday, April 6, 2022
Week 8	Module 4 Simulation Initiation Deadline	Due	Wednesday, April 13, 2022
Week 9	Module 4: Negotiation Mastery	Due	Wednesday, April 20, 2022
Week 9	Course Conclusion	Due	Wednesday, April 20, 2022

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

<https://calendar.google.com/calendar/ical/6b59jbp503700b84ib294bg1hc%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](#).