

Negotiation Mastery November 2022 Calendar

Modules become available at 1:00 p.m. Eastern Time (UTC 18:00) on the dates listed. 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. To meet the Initiation Deadlines, you must introduce yourself to your counterpart in each Negotiation Simulation exercise by 1:00 p.m. ET (UTC 18:00). Module 4 and the Conclusion Module are due on the final deadline at 1:00 p.m. ET (UTC 18:00). Check deadlines against your local time zone to ensure you complete work on-time.

Enrolled participants will retain access to the course until **April 2, 2023**. *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, November 30, 2022
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, November 30, 2022
Week 2	Module 1 Simulation Initiation Deadline	Due	Wednesday, December 7, 2022
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, December 14, 2022
Week 4	Module 2 Simulation Initiation Deadline	Due	Wednesday, December 21, 2022
Week 5	Winter Recess: No modules open or due		December 26, 2022 – January 2, 2023
Week 6	Module 3: Managing the Negotiation Process	Opens	Wednesday, January 4, 2023
Week 7	Module 3 Simulation Initiation Deadline	Due	Wednesday, January 11, 2023
Week 8	Module 4: Negotiation Mastery	Opens	Wednesday, January 18, 2023
Week 8	Course Conclusion	Opens	Wednesday, January 18, 2023
Week 9	Module 4 Simulation Initiation Deadline	Due	Wednesday, January 25, 2023
Week 10	Module 4: Negotiation Mastery	Due	Wednesday, February 1, 2023
Week 10	Course Conclusion	Due	Wednesday, February 1, 2023

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

<https://calendar.google.com/calendar/ical/e6uaplqa3lqgdIhhuog6k451s%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](#).