

# Negotiation Mastery September 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. Please note: Daylight Savings Time ends in the United States on November 6. Deadlines will stay at 1:00 p.m. ET but will convert to UTC 18:00.

Enrolled participants will retain access to the course until **January 15, 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, September 21, 2022
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, September 21, 2022
Week 2	<b>Module 1 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, September 28, 2022</b>
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, October 05, 2022
Week 4	<b>Module 2 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, October 12, 2022</b>
Week 5	Module 3: Managing the Negotiation Process	Opens	Wednesday, October 19, 2022
Week 6	<b>Module 3 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, October 26, 2022</b>
Week 7	Module 4: Negotiation Mastery	Opens	Wednesday, November 02, 2022
Week 7	Course Conclusion	Opens	Wednesday, November 02, 2022
Week 8	<b>Module 4 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, November 09, 2022</b>
Week 9	<b>Module 4: Negotiation Mastery</b>	<b>Due</b>	<b>Wednesday, November 16, 2022</b>
Week 9	<b>Course Conclusion</b>	<b>Due</b>	<b>Wednesday, November 16, 2022</b>

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

<https://calendar.google.com/calendar/ical/l31eujvho6tvk12amang4gc3bs%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](#).