



## Negotiation Mastery January 2021 Calendar

Modules become available at 1:00 p.m. Eastern Time (UTC 18:00) on the dates noted 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 deadlines. *Please note:* Daylight Savings Time begins in the United States on March 14. 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 **May 16, 2021**. *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, January 20, 2021
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, January 20, 2021
Week 2	<b>Module 1 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, January 27, 2021</b>
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, February 3, 2021
Week 4	<b>Module 2 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, February 10, 2021</b>
Week 5	Module 3: Managing the Negotiation Process	Opens	Wednesday, February 17, 2021
Week 6	<b>Module 3 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, February 24, 2021</b>
Week 7	Module 4: Negotiation Mastery	Opens	Wednesday, March 3, 2021
Week 7	Course Conclusion	Opens	Wednesday, March 3, 2021
Week 8	<b>Module 4 Simulation Initiation Deadline</b>	<b>Due</b>	<b>Wednesday, March 10, 2021</b>
Week 9	<b>Module 4: Negotiation Mastery</b>	<b>Due</b>	<b>Wednesday, March 17, 2021</b>
Week 9	<b>Course Conclusion</b>	<b>Due</b>	<b>Wednesday, March 17, 2021</b>

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

<https://calendar.google.com/calendar/ical/mcgh7d962n194ohgpi26pt1jl4%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](#).