



Negotiation Mastery October 2020 Calendar

Modules become available at 1:00 p.m. Eastern Time (UTC 17:00) 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 17:00). Please check against your local time zone to ensure you complete your coursework before the deadlines. *Please note:* Daylight Savings Time ends in the United States on November 1. 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 **February 7, 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, October 14, 2020
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, October 14, 2020
Week 2	Module 1 Simulation Initiation Deadline	Due	Wednesday, October 21, 2020
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, October 28, 2020
Week 4	Module 2 Simulation Initiation Deadline	Due	Wednesday, November 4, 2020
Week 5	Module 3: Managing the Negotiation Process	Opens	Wednesday, November 11, 2020
Week 6	Module 3 Simulation Initiation Deadline	Due	Wednesday, November 18, 2020
Week 7	Module 4: Negotiation Mastery	Opens	Wednesday, November 25, 2020
Week 7	Course Conclusion	Opens	Wednesday, November 25, 2020
Week 8	Module 4 Simulation Initiation Deadline	Due	Wednesday, December 2, 2020
Week 9	Module 4: Negotiation Mastery	Due	Wednesday, December 9, 2020
Week 9	Course Conclusion	Due	Wednesday, December 9, 2020

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

<https://calendar.google.com/calendar/ical/915n18vdcklk77v30v031f8h7k%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](#).