



Negotiation Mastery March 2021 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.

Enrolled participants will retain access to the course until **July 18, 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, March 24, 2021
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, March 24, 2021
Week 2	Module 1 Simulation Initiation Deadline	Due	Wednesday, March 31, 2021
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, April 7, 2021
Week 4	Module 2 Simulation Initiation Deadline	Due	Wednesday, April 14, 2021
Week 5	Module 3: Managing the Negotiation Process	Opens	Wednesday, April 21, 2021
Week 6	Module 3 Simulation Initiation Deadline	Due	Wednesday, April 28, 2021
Week 7	Module 4: Negotiation Mastery	Opens	Wednesday, May 5, 2021
Week 7	Course Conclusion	Opens	Wednesday, May 5, 2021
Week 8	Module 4 Simulation Initiation Deadline	Due	Wednesday, May 12, 2021
Week 9	Module 4: Negotiation Mastery	Due	Wednesday, May 19, 2021
Week 9	Course Conclusion	Due	Wednesday, May 19, 2021

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

<https://calendar.google.com/calendar/ical/n5cnpv5vapi90ihl6lqeds14p0%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](#).