Collaborative Decision-Making and Negotiation

Sample Agenda

Core Faculty: Stan Christensen, Paul Papayoanou, Carl Spetzler

Note: We will take short breaks every 60–90 minutes.

Day 1
7:00–8:00 Registration and continental breakfast
8:00–8:30 Introduction and overview
8:30–9:45 Game theory overview
9:45–11:00 Game theory and strategic gaming
11:00–12:00 Business applications of strategic gaming
12:00–1:00 Lunch
1:00–3:30 Case exercise: strategic gaming
3:30–4:30 Industry experience in applying strategic gaming
4:30–5:00 Role of strategic gaming in multi-party decisions
5:15–6:30 Reception / networking

Day 2
7:00–8:00 Continental breakfast
8:00–8:15 Overview
8:15–8:45 Introduction to negotiation
8:45–11:15 Case exercise: cooperative and competitive interactions
11:15–11:45 Measuring success in negotiations
11:45–12:45 Lunch
12:45–2:45 Case exercise: de-escalating conflict
2:45–4:45 Dealing with difficult tactics
Exercise: difficult negotiations
4:45–5:00 Role of negotiation in multi-party decisions

Day 3
7:00–8:00 Continental breakfast
8:00–8:30 Decision quality in multi-party decisions
8:30–9:30 Case study: litigation
9:30–10:45 Psychology of fairness: dividing the pie
10:45–11:30 Case exercise: applying decision analysis to negotiation
11:30–12:00 Summary