

**COLLABORATIVE PRACTICE
ADVANCED NEGOTIATION WORKSHOP**

AGENDA – DAY 1

9:00 a.m. – 9:35 a.m.	Introduction / Challenges /Goals
9:35 a.m. – 10:30 a.m.	The Reflective Practitioner Dimensions of Conflict
10:30 a.m. – 10:45 a.m.	Break
10:45 a.m. – 11:30 a.m.	Interests / Spectrum of needs
11:30 a.m. – 12:15 a.m.	Negotiation self test Negotiation styles
12:15 p.m. – 1:00 p.m.	Lunch
1:00 p.m. – 2:00 p.m.	Collaborative Negotiation
2:00 p.m. – 3:45 p.m.	Communication Skills: active listening/non-defensive questioning/reframing/I statements <i>Communication Exercises</i> <i>Demo-use communication skills to uncover interests</i>
3:45 p.m. – 4:00 p.m.	Break
4:00 p.m. – 4:30 p.m.	Screening and assessment

DAY 2

9:00 a.m. – 10:00 a.m.	Understanding Power
10:00 a.m. – 10:45 a.m.	Challenges Concerning Advocacy and the Law <i>Demo-lawyer preparation to present legal model</i> <i>Debrief</i>
10:45 a.m. – 11:00 a.m.	Break
11:00 a.m. – 12:30 p.m.	<i>Demonstration-Uncover interests with client</i> <i>Debrief</i> <i>Role-Play-Uncover Interests in Sue and Bill teams</i>
12:30 p.m. – 1:15 p.m.	Lunch
1:15 p.m. – 2:15 p.m.	<i>Role-Play -Team preparation for meeting to share interests</i> <i>Role-Play-Uncover and share interests in collaborative meeting</i>
2:15 p.m. – 2:45 p.m.	<i>Large Group brainstorm Options</i> <i>Debrief</i> Generating and prioritizing options, creating packages
2:45 p.m. – 3:00 p.m.	Break
3:00 p.m. – 3:45 p.m.	<i>Role Play -prepare and exchange settlement packages</i>
3:45 p.m. – 4:30 p.m.	<i>Debrief Role-Play concerning option generation and packages</i> Closing Circle