

Negotiation as a Leadership Skill Credential Program

March 22 - April 30, 2021

Fridays 7:00-10:00 PM Central Time

Virtual Format

The lectures are 100% synchronous, live on Zoom. Live lectures occur Fridays 7:00-10:00 PM Central Time. Expect active engagement with faculty and peers each session. The virtual program allows you to engage with the class from anywhere as long as you have a stable internet connection.

Time Commitment

Anticipate a commitment of approximately six hours per week. This weekly estimate is based on three hours of live lecture, two hours for assignments, and one hour of live office hours with faculty and teaching assistants.

Office Hours

Live office hours accommodate various time zones and schedules of working professionals. Anticipate live office hours to be held in the evening of Central Standard Time (Chicago Time).

All times are listed in Central Standard Time (Chicago Time, UTC -6).

Week	Module	Date & Time (Chicago Time)	
Week 1	Program Kick-off Welcome Session	TBD	TBD
Week 1	Negotiation Fundamentals and Intro to the Course	Friday, March 26, 2021	7:00PM - 10:00PM
Week 2	Psychological Biases, Emotions in Negotiations, and other Roadblocks to a Negotiating a Successful Outcome	Friday, April 2, 2021	7:00PM - 10:00PM
Week 3	Creating not just Claiming Value	Friday, April 9, 2021	7:00PM - 10:00PM
Week 4	Negotiating in Teams, Contingent Contracts	Friday, April 16, 2021	7:00PM - 10:00PM
Week 5	Coalitional Negotiations, Fairness in Negotiations, and How to Negotiate with Difficult People	Friday, April 23, 2021	7:00PM - 10:00PM
Week 6	Advanced Capstone Negotiation	Friday, April 30, 2021	7:00PM - 10:00PM

Please note enrolling students will receive a finalized program schedule. Please contact the Harris Credential Programs at harriscredential@uchicago.edu with questions.