Negotiation Mastery June 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 **September 26, 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, June 2, 2021
Week 1	Module 1: Introduction to Negotiation Analysis	Opens	Wednesday, June 2, 2021
Week 2	**Module 1 Simulation Initiation Deadline**	**Due**	**Wednesday, June 9, 2021**
Week 3	Module 2: Advanced Negotiation Analysis	Opens	Wednesday, June 16, 2021
Week 4	**Module 2 Simulation Initiation Deadline**	**Due**	**Wednesday, June 23, 2021**
Week 5	Module 3: Managing the Negotiation Process	Opens	Wednesday, June 30, 2021
Week 6	**Module 3 Simulation Initiation Deadline**	**Due**	**Wednesday, July 7, 2021**
Week 7	Module 4: Negotiation Mastery	Opens	Wednesday, July 14, 2021
Week 7	Course Conclusion	Opens	Wednesday, July 14, 2021
Week 8	**Module 4 Simulation Initiation Deadline**	**Due**	**Wednesday, July 21, 2021**
Week 9	**Module 4: Negotiation Mastery**	**Due**	**Wednesday, July 28, 2021**
Week 9	**Course Conclusion**	**Due**	**Wednesday, July 28, 2021**

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

https://calendar.google.com/calendar/ical/kcbgqun1h0vhrb7dci7e15i9ag%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.