PROVISIONAL AGENDA

TUESDAY, APRIL 24, 2018

Negotiating Effectively by Identifying Styles, Positions, Needs and Interests	
07:30 – 08:30	BREAKFAST
08:30 – 08:45	**Welcome and Introductions – Dr. Emil Lee, Rob Prowse and Faculty**
08:45 – 09:15	**The Link Between Negotiations and Leadership** *Dr. Frank Lexa* *QandA Period*
09:15 – 09:45	**Negotiation Styles Assessment: Who Are You as a Negotiator?** *Professors David Hannah and Rob Prowse* *With interactive assessment tool and debrief*
09:45 – 10:30	Introductory Negotiation Activity: Applying Your Natural Style *Professors David Hannah and Rob Prowse* *Group work activity*
10:30 – 10:45	BREAK
10:45 – 11:15	**Distributive Negotiations, ZOPA and BATNA: Understanding the Fundamentals of Negotiations** *Professors David Hannah and Rob Prowse* *Group work activity*
11:15 – 12:00	**Contract Negotiation Activity: Exploring Creative, Option-Generating Aspects of Negotiation** *Professors David Hannah and Rob Prowse* *Case study and group work activity*
12:00 – 13:00	LUNCH
13:00 – 13:30	**Integrative Negotiations: Looking for Mutual Interests and Priorities** *Professors David Hannah and Rob Prowse* *Group work activity*
13:30 – 14:00	**Radiology Informatics Negotiations** *Dr. Robyn Cairns* *Debrief and QandA period*
14:00 – 14:15	BREAK

14:15 – 15:15	**Integrative Negotiation Activity: Looking for Mutual Gain** *Professors David Hannah and Rob Prowse* *Group work activity*
15:15 – 16:00	**Positions, Interests and Issues: Choosing Integrative or Distributive Negotiation Approaches** *Professors David Hannah and Rob Prowse* *Group work activity*
16:00 – 17:00	**Practical Situations Activity: Planing and Preparing for an Upcoming Negotiation in a Radiology Context** *Dr. Bruce Forster, Dr. Robyn Cairns, Professors David Hannah and Rob Prowse* *Group work activity*
17:00 – 18:00	REFRESHMENTS AND GROUP WORK

WEDNESDAY, APRIL 25, 2018

Multi-Party and Multi-Issue Negotiations

07:00 – 08:00	BREAKFAST
08:00 – 09:45	**Practical Situation Activity Debrief: Challenges in Planning and Preparing for Negotiations** *Debrief and QandA session* *Drs. Robyn Cairns, Bruce Forster and Frank Lexa and Professors David Hannah and Rob Prowse*
09:45 – 10:00	**Multi-Party, Multi-Issue Negotiations: Adding Complexity to Negotiations** *Professors David Hannah and Rob Prowse*
10:00 – 11:30 (including break)	**Multi-Party, Multi-Issue Negotiations: Focusing on Hospital Stakeholders and Issues** *Professors David Hannah and Rob Prowse*
11:30-11:50	**Leadership Lessons for Radiologists from the Corporate World** *Bruce Forster*
11:50 – 12:00	**Course Wrap-Up** *Group discussion* *Dr. Frank Lexa and Faculty*