

Collaborative Planning Academy

Session 1: Negotiation and Collaborative Decision Making Skills

- 9:30 Introductions and Expectations
- 9:45 Overview of the Planning Academy
- 10:00 The Challenges of Planning
- 10:15 Key Principles of Collaboration (Exercise)
- 11:00 Responses to Conflict and Styles of Negotiation
- 12:00 Lunch
- 12:45 Bradford Development Negotiation
- 1:30 Overview of Interest-Based Negotiation
- 1:45 Planning for a Negotiation and Assessing Interests
- 2:45 Break
- 3:15 Redstone Negotiation
- 4:15 Communication and Other Negotiation Skills
- 4:45 Review of the Day and Preview of Session 2
- 5:00 Adjourn