

CERTIFICATE IN INTERNATIONAL BUSINESS NEGOTIATION

JUNE 2016						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
19 Pre-course questionnaire Due	20	21 SAINT PAUL (SP) CLASS BEGINS – Pre-class Technology Orientation 3:00 – 4:00 pm Negotiation 4:30 – 9:15 pm	22 SP 4:30 – 9:15 pm	23 Negotiation - SP 4:30 – 9:15 pm <i>SP: D1-1 Opens</i>	24	25 Negotiation -- SP (includes Adventure Learning) 9:00 am – 4:30 pm
26 SP - D1-1 Original Post Due at 23:59 GMT	27 CEU Course Begins 8 – 9 Pre-class technology orientation 9 – 4:30 Class Negotiation – SP Last class 4:30 – 9:15 pm	28 CEU 8:30 – 3:30 <i>CEU D1-1 Opens</i>	29 CEU 8:30 – 3:30 <i>CEU D1-1 Original Post Due</i>	30 CEU 8:30 – 5 (includes adventure learning)	JULY 1 Negotiation - CEU 8:30 – 4:30 pm CEU Reputation Index (1) Due – not anonymous	JULY 2

** The Advanced Negotiation portion of the Certificate in International Business Negotiation will be offered in a distance learning format. Each student will participate in two synchronous sessions (at times set by the participants) during the distance portion of the course: 1) for the group presentations (July 18-20) and 2) for the individual consultation (July 10 -25).

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SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
3	4 Take-Home Negotiation paper Due Personal and Professional Profiles Due	5 N2-1 Planning Document Due N2-1 Begins D2-1 opens N2-2 (1) pres topics and partners opens	6 D2-1 Original Post Due Complete R2-1 and R1-9	7 N2-2 (part I) Report Due N2-2 (part II and III) begin	8 D2-1 – Responsive Post (1) Due	9 D2-2 Chart Submitted
10 D2-1 – Responsive Post (2) Due Culture Survey posted	11 D2-2 Opens N2-1 Results Due	12 N2-1 Individual Reflection Due N2-3 Info Posted – Negotiation Begins	13 D2-2 Original Post Due Complete Review R1-1 & R1-6	14 D2-3 Opens N2-2 (part II) Sign up for presentation time Complete R2-2 & R2-3	15 D2-4 Opens	16 D2-2 Responsive Post Due Complete Videos R2-8 Complete R2-4 – R2-7
17 N2-3 Due Complete R2-9 (pp 108-116), R2-11, and R2-12	18 N2-4 Begins N2-3 Individual Reflection Due Group Presentations Begin Complete R2-9 (81 – 108)	19 D2-3 Group Insights Posting Due D2-4 Original Post Due	20 Complete Video R2-10 N2-2 Individual Reflection Due	21 Culture Survey Due D2-3 Individual Posting Due	22 D2-4 Resp. Post Due Complete R2-18	23 N2-4 Due
24 N2-4 Individual Reflection Due	25 View Mediation Video Reputation Index 2 Due	26	27	28	29	AUGUST 5 - FRIDAY Final Paper Due

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