

**NEGOTIATION PEDAGOGY WORKSHOP AGENDA**  
**SATURDAY, DECEMBER 8, 2007**  
**HARVARD LAW SCHOOL, CAMBRIDGE, MA**

7:30-8:00 am	<b>Check-in / Continental Breakfast</b> <i>(Ground Floor, Pound Hall)</i>	
8:00-8:20 am	<b>Opening Plenary</b> <i>(Langdell North)</i>	
8:30-9:45 am	<b>Session 1(A)</b> <b>Lawrence Susskind</b> The mutual gains negotiator meets the hard bargainer: Teaching the mutual gains approach as a way to deal with difficult tactics <i>(Pound 100)</i>	<b>Session 1(B)</b> <b>Michael Wheeler</b> New wine from an old bottle: Using <i>Win-as-much-as-you-can</i> to introduce complexity in negotiation <i>(Pound 101)</i>
9:45-10:00 am	Break	
10:00-11:15am	<b>Session 2(A)</b> <b>Robert Bordone</b> Sex, Lies, and Ethics: Using <i>Commonwealth v. McGorty</i> and <i>The DONS Negotiation</i> in a law school negotiation class <i>(Pound 100)</i>	<b>Session 2(B)</b> <b>Eileen Babbitt</b> Teaching cultural aspects of negotiation <i>(Pound 101)</i>
11:15-11:30am	Break	
11:30am-12:45 pm	<b>Session 3</b> <b>Veronica Boix-Mansilla</b> Interdisciplinary work: Integrating perspectives to produce cognitive advancement <i>(Langdell North)</i>	
12:45-2:00pm	<b>Lunch</b> <i>(South Dining Room, Harkness Commons)</i>	
2:00-3:15pm	<b>Session 4(A)</b> <b>Bruce Patton</b> Teaching difficult conversations <i>(Pound 100)</i>	<b>Session 4(B)</b> <b>James Sebenius</b> Teaching "3-D Negotiation" <i>(Pound 101)</i>
3:15-3:30pm	Break	
3:30-4:45pm	<b>Session 5(A)</b> <b>Jeswald Salacuse</b> Real leaders negotiate: Teaching leadership and intra-organizational negotiation with dramatized video problems <i>(Pound 100)</i>	<b>Session 5(B)</b> <b>Brian Mandell</b> Teaching coalition-building in multiparty public negotiations <i>(Pound 101)</i>
4:45-5:00pm	<b>Closing plenary</b> <i>(Pound 101)</i>	
5:00-6:00pm	<b>Reception</b> <i>(South Dining Room, Harkness Commons)</i>	