

Draft program TOP Week Autumn 2018

12.11 - 16.11.2018

Time	Monday	Tuesday	Wednesday	Thursday	Friday
	12. Nov	13. Nov	14. Nov	15. Nov	16. Nov
08:30 - 08:45	Welcome and introduction. Agenda and presentation of the TOP Week program	Welcome and presentation of today's program	Welcome and presentation of today's program	Welcome and presentation of today's program	Welcome and presentation of today's program
08:45 - 12:15	Presentation of organizers and participants	Who am I?	Presentation: What do I want to get out of this?	Presentation: What do I want to get out of this?	Final Negotiations 1
	Introduction to Negotiations	- DISC Profile	Presentation: How do I get what I want?		Final Negotiations 2
		Introduction: What kind of negotiator am I?			Final Negotiations 3
	Cultural aspect in negotiations	- The dual concern model	Negotiation Exercise	Negotiation Exercise	
- Hofstede cultural dimensions	- Thomas Kilmann Test				
12:15 - 13:00	LUNCH BREAK				
13:00 - 15:45	Guest lecture (External)	Negotiation Exercise	Negotiation Exercise (cont.)	Introduction to the final NEGOTIATION CASE	End of the TOP Week
	Negotiation Exercise	Guest lecture (External)	Guest lecture (External)	Group work	Social arrangement
15:45 - 16:00	Introduction to the next day and end of the day	Introduction to the next day and end of the day	Introduction to the next day and end of the day	Introduction to the next day and end of the day	