# Course timetable

**Day 1**

Session 1: Introductions and objectives

Activity A: Getting to know you

Session 2: Negotiating basics

Session 3: Bargaining with employers

Activity B: Bargaining with employers

Session 4: Effective representation

Activity C: Working out your strengths

Activity D: Picking a team

Session 5: The negotiation process

Activity E: Tactics

Activity F: Perception

**Day 2**

Session 6: Negotiations in practice

Activity G: The X and Y game

Activity H: Negotiations at Stationery State

Session 7: Negotiations and your members

Activity I: Negotiations with members

Activity J: Getting your message across