



## **2023 Applying Game Theory to Negotiations & Decision-Making**

Boston Convention and Exhibition Center, 415 Summer Street, Boston, MA 02210

### **1-Day Course Schedule**

Sunday, June 4, 2023, 9:00 a.m. – 4:30 p.m.

***Complimentary breakfast will be served, 7:30—8:30 a.m.***

***The Course Registration desk will open at 7:30 a.m.***

### **SUNDAY, JUNE 4, 9:00 a.m. — 4:30 p.m.**

- **Welcome** 9:00 a.m. – 9:30 a.m.
- **Part 01: Strategic Decision Making** 9:30 a.m. – 10:45 a.m.  
*Game Theory and Assessing Options*

#### **MORNING BREAK**

- **Part 02: Negotiations** 10:45 a.m. – 11:00 a.m.  
*Improving the Outcome* 11:00 a.m. – 12:30 a.m.

#### **LUNCH BREAK**

- **Part 02: Negotiations** 12:30 p.m. – 1:15 p.m.  
*Group Negotiations* 1:15 p.m. – 2:45 p.m.
- **Part 03: Influencing** 2:45 p.m. – 3:00 p.m.  
*Driving Without Steering*

#### **AFTERNOON BREAK**

- **Part 03: Influencing** 3:00 p.m. – 4:00 p.m.  
*Influencing in Practice*
- **Part 04: Lessons Learned** 4:00 p.m. – 4:30 p.m.  
*Feedback and Closing*

#### **BIO PROFESSIONAL DEVELOPMENT NETWORKING RECEPTION**

**4:45 p.m. – 6:00 p.m.**