



2024 Applying Game Theory to Negotiations & Decision-Making

San Diego Convention Center, 111 Harbor Drive, San Diego, CA 92101

Course Schedule

Sunday, June 2, 2024, 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 2, 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.

AFTERNOON BREAK

- **Part 03: Influencing** 2:45 p.m. – 3:00 p.m.
Influencing in Practice 3:00 p.m. – 4:00 p.m.
- **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.