

## 2025 Master the Art of Business Development Negotiations

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

### One-Day Course Schedule

Sunday, June 15, 2025, 9:00 a.m.—4:30 p.m.

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

*Complimentary lunch as well as mid-morning and midday snacks will be provided.*

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

**SUNDAY, JUNE 15, 9:00 a.m. — 4:30 p.m.**

- **Welcome**
- **Part 01: Strategic Decision Making**  
*Game Theory and Assessing Options*
- **Part 02: Negotiations**  
*Improving the Outcome*
- **Part 02: Negotiations** (continued)  
*Group Negotiations*
- **Part 03: Influencing**  
*Influencing in Practice*
- **Part 04: Lessons Learned**  
*Feedback and Closing*

**BIO PROFESSIONAL DEVELOPMENT NETWORKING RECEPTION 4:45 p.m. – 6:00 p.m.**

*Agenda is subject to change.*