

G30 Syllabus Negotiation Workshop

IMPORTANT: This syllabus has been created for the purposes of remote teaching during Fall/Winter Semester 2020/2021.

BASIC COURSE INFORMATION

Course Title:	Negotiation Workshop
Course Code:	Z26027
Semester:	Fall/Winter 2020/2021
Class Hours and Room:	Thursday 4 rd (3.10pm-4.30 pm), online
Language of Instruction:	English
Number of Credits:	2

COURSE STAFF

Instructor(s):	Aleksandra Babovic
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Consultation Hours:	Wednesday, 3.10 pm – 5 pm All consultations will be conducted via Zoom with prior appointment or via e-mail.

COURSE DESCRIPTION

The course is designed to provide you with a practical knowledge and skills that will be of value to you in your career and life overall. You will be equipped with knowledge and practical tools on how to prepare for a negotiation setting by understanding it, as well as tactics and strategies at your disposal to choose from during negotiations for getting the best outcome possible. In addition, you will be able to better navigate and understand the role of emotions in negotiations, how to effectively communicate with your counterparts, and also use power in the course of negotiation process. Finally, the course will look at the role of culture in multi-party international negotiations and the best strategies on how to navigate these extremely complex settings. You will be able to exercise yourselves during 3 sets of negotiations that we will have during this semester that are designed by Harvard Business School (Program on Negotiation).

COURSE LEARNING OUTCOMES

Knowledge and Understanding

- Various types of negotiations (win/lose and win-win approach) and negotiation process
- Communication types
- Roles of emotions, perceptions
- Team work and multiparty negotiations
- International dimension of negotiations and the role of cultural differences

Skills, Qualities, and Attributes

- Analysis of complex negotiation settings and effective negotiation in these

- Use of appropriate strategies and tactics
- Navigating psychological and power aspects of negotiations
- Being an effective negotiator in an international/culturally diverse and emotionally charged climate

COURSE CONTENT

	Theme	Readings	Assignments
WEEK 2 Oct 8	<ul style="list-style-type: none"> - Assessing other parties' position - Taking stance in negotiation 	Lewicki et al., Distributive bargaining (Ch 2) Malhotra et al., <i>When Winning is Everything</i>	Negotiation style survey
Week 3 Oct 15	<ul style="list-style-type: none"> - Tactics for collaborative and win-win negotiations 	Lewicki et al., Integrative Negotiation (Ch3)	Forum discussion contribution
Week 4 Oct 22	<ul style="list-style-type: none"> - Planning for negotiations before they start - Defining goals/interests/context/BATNAs/resistance points 	Lewicki et al., (Ch4)	Forum discussion contribution
Week 5 Oct 29*	Negotiation preparation week CASE 1: Bog Berries, Inc. v. Federal Environmental Agency (A case of compliance negotiation)		
Week 6 *Nov 5	NEGOTIATION 1 (6 participants/2-3 hours) *Zoom		
Week 7 *Nov 12	<ul style="list-style-type: none"> - Perceptions, framing, misperceptions, moods - Emotions in negotiations 	Lewicki et al., Perception, Cognition, and Emotions (Ch6) Video*	*Reflection 1
Week 8 Nov 26	<ul style="list-style-type: none"> - Verbal (language)/non-verbal communication - Improving communication 	Lewicki et al., Communication (Ch 7) Video *	Forum discussion contribution Communication survey
Week 9 Dec 3	<ul style="list-style-type: none"> - Sources of power - Dealing with power and using it 	Lewicki et al., Finding and Using Negotiation Power (Ch8) Change the Way you Persuade*	Forum discussion contribution
Week 10 *Dec 10	Negotiation preparation week CASE 2: Ship Bumping Case		
Week 11 *Dec 17	NEGOTIATION 2 (4 participants, 2-3 hours)		
Week 12 Dec 24	Studying week CASE 3: Nagorno/Karabakh		

Week 13 Jan 7	<ul style="list-style-type: none"> - nature of multiparty negotiations - Managing multiparty negotiations 	Lewicki et al. Relationships/Multi Parties & Teams (Ch 9 & 10)	*Reflection 2
Week 14 *Jan 14	<ul style="list-style-type: none"> - influence of culture upon negotiation 	Lewicki et al., International and Cross-Cultural Negotiation (Ch11)	*Cultural intelligence survey
Week 15 Jan 21	CASE 3: Nagorno/Karabakh (13 parties/4 hours)		

LEARNING RESOURCES

Roy J. Lewicki, Bruce Barry, and David M. Saunders. *Essentials of Negotiation*. NY: McGraw-Hill Education, 2016.