

<<Last Updated:2023/12/27>>

## Course Schedule Information

<b>Course Code</b>	Z26203
<b>Semester</b>	Spring and Summer Term
<b>Day and Period</b>	Mon4
<b>Course Name (Japanese)</b>	Negotiation Workshop
<b>Room</b>	School of Human Sciences/Main School HouseLecture Room31
<b>Course Name</b>	Negotiation Workshop
<b>Capacity</b>	0
<b>Course Numbering Code</b>	01HUSC3E200
<b>Credits</b>	2.0
<b>Student Year</b>	2,3,4
<b>Instructor</b>	BABOVIC ALEKSANDRA
<b>Course of Media Class</b>	Not Applicable

※About Course of Media Class

"Course of Media Class" are classes in which more than half of the classes are held in places other than classrooms by making advanced use of various media.

Undergraduate students can include up to 60 credits in media class course as requirements for graduation. Even if this is not the case, we may hold classes using the media.

## Basic Syllabus Information

<b>Subtitle</b>	
<b>Eligibility</b>	

## Detailed Syllabus Information

<b>Course Subtitle</b>	Negotiation Workshop
<b>Language of the Course</b>	English
<b>Type of Class</b>	Practical Subject
<b>Course Objective</b>	The course aims to provide you with practical knowledge and skills that will be valuable to you in your career and life overall. This knowledge allows you to understand the type of negotiation you are in, prepare for it, and tactics and strategies at your disposal to choose from to get the best outcome possible. You will also be able to better navigate and understand the role of emotions in negotiations, how to effectively communicate with your counterparts, and use power in the negotiation process. The accent is on learning about the process and tools and practicing during the semester during in-class mini-negotiation exercises and final negotiation written by Harvard Business School (Program on Negotiation).
<b>Learning Goals</b>	<p>COURSE LEARNING OUTCOMES</p> <p>Knowledge and Understanding</p> <ul style="list-style-type: none"> <li>- Negotiations type and nature</li> <li>- Definition of interests/goals/possible outcomes/alternatives to negotiated agreement</li> <li>- Devise multidimensional strategies</li> <li>- Roles of power, psychology, emotions in the negotiation process</li> <li>- Team work and multiparty negotiations</li> </ul> <p>Skills, Qualities, and Attributes</p> <ul style="list-style-type: none"> <li>- Use of appropriate strategies and tactics</li> <li>- Using psychological, power, and other tactics to get the outcomes you want</li> </ul>

- Being an effective negotiator true to its role and mission
- Foster resilience mindset and lesson-learning based on the actual negotiation

**Requirement / Prerequisite**

Note that some aspects of the current syllabus and modes of operation can change depending on the number of students in class, their needs, and the overall class dynamics.

<b>Class Plan</b>	<b>1st</b>	Period: Day: Title: Introductory class
		Key concepts in negotiation + overview of the cases + work/interaction organization
	<b>2nd</b>	Period: Day: Title: - Assessing other parties' position - Taking stance in negotiation
		Readings Lewicki et al., Distributive bargaining (Ch 2) Malhotra et al., When Winning is Everything
		Period: Day: Title: Tactics for collaborative and win-win negotiations
	<b>3rd</b>	Readings Lewicki et al., Integrative Negotiation (Ch3 )
		Period: Day: Title: Planning for negotiations before they start - Defining goals/interests/context/ BATNAs/resistance points
	<b>4th</b>	Readings Lewicki et al., (Ch4)
		Period: Day: Title: Negotiation week
	<b>5th</b>	
		Period: Day: Title: - Perceptions, framing, misperceptions, moods - Emotions in negotiations
	<b>6th</b>	Readings Lewicki et al., Perception, Cognition, and Emotions (Ch6)
		Period: Day: Title: Verbal (language)/non- verbal communication - Improving communication
	<b>7th</b>	Readings Lewicki et Communication (Ch 7) Video *
Period: Day: Title: - Sources of power - Dealing with power and using it		
<b>8th</b>	Readings Lewicki et al., Finding and Using Negotiation Power (Ch8) Change the Way you Persuade*	
	Period: Day: Title: Negotiation week	
<b>9th</b>		
	Period: Day: Title: nature of multiparty negotiations - Managing multiparty negotiations	
<b>10th</b>	Readings Lewicki et al. Relationships/Multi Parties & Teams (Ch9&10)	
	Period: Day: Title: Best practices in negotiation	
<b>11th</b>	Readings Lewicki et al. Relationships/Multi Parties & Teams (Ch12)	
	Period: Day: Title: Negotiation preparation (team meetings)	
<b>12th</b>		
	Period: Day: Title: Negotiation preparation (team meetings)	
<b>13th</b>		
	Period: Day: Title: Negotiation Day	
<b>14th</b>		

<b>Independent Study Outside of Class</b>	Readings of assigned chapters Preparation of the final case and write up
<b>Textbooks</b>	Roy J. Lewicki, Bruce Barry, and David M. Saunders. Essentials of Negotiation. NY: McGraw-Hill Education, 2016.
<b>Reference</b>	
<b>Grading Policy</b>	Mini-assignments and mini-negotiations - 40 % Final negotiation and negotiation write up - 50 %
<b>Other Remarks</b>	
<b>Special Note</b>	
<b>Office Hour</b>	
<b>Messages to Prospective Students</b>	This is a great opportunity to learn a skill that will be crucial for every aspect of your life. Harvard cases and Program on Negotiation materials are designed to help you think differently about negotiations and your role as a negotiator. You will be able to train yourself to see more opportunities for the creation of value in any situation and develop tactics and strategies that will help you to do so. As a class that is taught as part of the Virtual Exchange Program (APRU), this class will be taught wholly by remote.

## Instructor(s)

Instructor Name	Name (hiragana)	Affiliation, Title, Course	Office	Extension	E-mail
No data found					

## Cautions for Students

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