

<<Last Updated:2024/02/29>>

## Course Schedule Information

<b>Course Code</b>	881160
<b>Semester</b>	Spring and Summer Term
<b>Day and Period</b>	Mon4
<b>Course Name (Japanese)</b>	Negotiation Workshop
<b>Course Name</b>	Negotiation Workshop
<b>Capacity</b>	0
<b>Room</b>	Online
<b>Course Numbering Code</b>	88INES9U100
<b>Required/Optional</b>	履修対象：特別聴講学生 人科G30_
<b>Type of Class</b>	Lecture Subject
<b>Credits</b>	2.0
<b>Student Year</b>	1
<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.

## Detailed Syllabus Information

<b>Course Subtitle</b>	Negotiation Workshop
<b>Language of the Course</b>	English
<b>Learning Methods</b>	<p>Listening and watching face-to-face/online class: Listening and watching a lecture, video, or demonstration, face-to-face or via online (e.g., attending a face-to-face lecture, watching an on-demand video)</p> <p>Reading: Reading books and academic papers (e.g., summarizing an academic paper, reading information on a website)</p> <p>Discussion: Learning through question-and-answer interactions and exchanges of opinions among students and between students and the instructor (e.g., pair/group discussion, online chat, one-on-one guidance for writing an academic paper)</p> <p>Collaborative work: Working as a pair or a group (e.g., producing a poster through group work)</p> <p>Research: Collecting information from books and academic papers; gathering and analyzing data by fieldwork (e.g., review of previous research, fieldwork)</p> <p>Experience/practice: Learning from experience- and practice-based activities, and feedback on such activities (e.g., solving problems; laboratory work using instruments; on-campus and off-campus practical training; skills practice including sporting skills; project-based learning; internship)</p> <p>online lecture, on-demand content, negotiations in pairs, group case preparation, writing up negotiation experience using class concepts, group negotiation preparation, group discussions in the forum and in-class sessions</p>
<b>Course Objectives</b>	<p>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</p>

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).

<p><b>Learning Goals</b></p>	<p><b>COURSE LEARNING OUTCOMES</b></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> <li>- Being an effective negotiator true to its role and mission</li> <li>- Foster resilience mindset and lesson-learning based on the actual negotiation</li> </ul>										
<p><b>Requirements, Prerequisites</b></p>											
<p><b>Attendance and Student Conduct Policy</b></p>	<p>You have a right to up to 3 justified absences (injury/illness, family emergency, job interview). You need to provide proof or communicate your absence well in advance. Being absent more than 3 times will lead to a student failing the course.</p>										
<p><b>Class Plan</b></p>	<table border="1"> <tr> <td data-bbox="378 831 478 1160"> <p><b>1st</b></p> </td> <td data-bbox="478 831 1509 1160"> <p>Title: Introductory class</p> <p>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.</p> <p>Key concepts in negotiation + overview of the cases + work/interaction organization</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Introduction to negotiation and concepts</p> </td> </tr> <tr> <td data-bbox="378 1160 478 1489"> <p><b>2nd</b></p> </td> <td data-bbox="478 1160 1509 1489"> <p>Title: - Assessing other parties' position - Taking stance in negotiation</p> <p>Readings</p> <p>Lewicki et al., Distributive bargaining (Ch 2)</p> <p>Malhotra et al., When Winning is Everything</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Lecture and experience</p> </td> </tr> <tr> <td data-bbox="378 1489 478 1697"> <p><b>3rd</b></p> </td> <td data-bbox="478 1489 1509 1697"> <p>Title: Tactics for collaborative and win-win negotiations</p> <p>Readings</p> <p>Lewicki et al., Integrative Negotiation (Ch3 )</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Research and negotiation preparation</p> </td> </tr> <tr> <td data-bbox="378 1697 478 1928"> <p><b>4th</b></p> </td> <td data-bbox="478 1697 1509 1928"> <p>Title: Planning for negotiations before they start - Defining goals/interests/context/ BATNAs/resistance points</p> <p>Readings</p> <p>Lewicki et al., (Ch4)</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Experience</p> </td> </tr> <tr> <td data-bbox="378 1928 478 2157"> <p><b>5th</b></p> </td> <td data-bbox="478 1928 1509 2157"> <p>Title: Negotiation week</p> <p>Meet with your negotiation counterpart</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Lecture recap</p> </td> </tr> </table>	<p><b>1st</b></p>	<p>Title: Introductory class</p> <p>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.</p> <p>Key concepts in negotiation + overview of the cases + work/interaction organization</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Introduction to negotiation and concepts</p>	<p><b>2nd</b></p>	<p>Title: - Assessing other parties' position - Taking stance in negotiation</p> <p>Readings</p> <p>Lewicki et al., Distributive bargaining (Ch 2)</p> <p>Malhotra et al., When Winning is Everything</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Lecture and experience</p>	<p><b>3rd</b></p>	<p>Title: Tactics for collaborative and win-win negotiations</p> <p>Readings</p> <p>Lewicki et al., Integrative Negotiation (Ch3 )</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Research and negotiation preparation</p>	<p><b>4th</b></p>	<p>Title: Planning for negotiations before they start - Defining goals/interests/context/ BATNAs/resistance points</p> <p>Readings</p> <p>Lewicki et al., (Ch4)</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Experience</p>	<p><b>5th</b></p>	<p>Title: Negotiation week</p> <p>Meet with your negotiation counterpart</p> <p>Instructor :</p> <p>Independent Study Outside of Class : Lecture recap</p>
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<b>6th</b>	Title:- Perceptions, framing, misperceptions, moods - Emotions in negotiations
	Readings Lewicki et al., Perception, Cognition, and Emotions (Ch6)
	Instructor :
	Independent Study Outside of Class : Lecture and discussion
<b>7th</b>	Title:Verbal (language)/non- verbal communication - Improving communication
	Readings Lewicki et Communication (Ch 7) Video *
	Instructor :
	Independent Study Outside of Class : Research and negotiation preparation
<b>8th</b>	Title:- Sources of power - Dealing with power and using it
	Readings Lewicki et al., Finding and Using Negotiation Power (Ch8) Change the Way you Persuade*
	Instructor :
	Independent Study Outside of Class : Research and negotiation preparation
<b>9th</b>	Title:Negotiation week
	Meet with your negotiation counterpart
	Instructor :
	Independent Study Outside of Class : Experience Lecture recap
<b>10th</b>	Title:Nature of multiparty negotiations - Managing multiparty negotiations
	Readings Lewicki et al. Relationships/Multi Parties &Teams(Ch9&10)
	Instructor :
	Independent Study Outside of Class : Lecture and discussion
<b>11th</b>	Title:Best practices in negotiation
	Readings Lewicki et al. Relationships/Multi Parties &Teams(Ch12)
	Instructor :
	Independent Study Outside of Class : Research and negotiation preparation
<b>12th</b>	Title:Negotiation preparation (team meetings)
	Meet with your negotiation counterparts
	Instructor :
	Independent Study Outside of Class : Research and negotiation preparation
<b>13th</b>	Title:Negotiation preparation (team meetings)
	Meet with your negotiation counterpart
	Instructor :
	Independent Study Outside of Class : Lecture recap
<b>14th</b>	Title:Negotiation Day
	Meet with your negotiation counterparts
	Instructor :
	Independent Study Outside of Class : Main concepts recap

<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> *Hover the mouse over the number of a learning goal to view the full text of it.	<b>Evaluation Methods</b>	<b>Negotiation experience write up</b>	<b>Learning engagement</b>			
	<a href="#">Learning Goals1</a>	○	○			
	<b>Allocation of Marks</b>	70%	30%			
<b>Additional Information on Grading</b>						
<b>Reasonable Accommodation</b>	<ul style="list-style-type: none"> <li>• If you need reasonable accommodation to participate in this class due to disability (including intractable disease and chronic condition), please contact the office for students with disabilities (e.g., Educational Affairs Section, Academic Affairs Section, Student Affairs Section) at your school/faculty or graduate school, or the Disability Advisory and Support Service Office of the Health and Counseling Center.</li> <li>• For more information, please visit the following website or contact the Disability Advisory and Support Service Office of the Health and Counseling Center.            Website : <a href="https://acs.hacc.osaka-u.ac.jp">https://acs.hacc.osaka-u.ac.jp</a>            Tel : 06-6850-6107            E-mail : campuslifekenkou-ac@office.osaka-u.ac.jp</li> </ul>					
<b>Special Note</b>						
<b>Office Hours</b>						
<b>Course Conducted by Instructors with Practical Experience</b>						

## Instructor(s)

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

## Cautions for Students

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