

International Negotiation

Resolving Conflict and Closing the Deal

Section 1

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【Course Outline / Description】

The goal of this course is to offer students an understanding of the fundamental process of negotiation within a general context and then explore the concepts most relevant to effective cross-cultural negotiation. Consequently, the course will consist of lecture as well as practical exercises. The following syllabus may be amended during the course of the semester if, in my opinion, the class would benefit from such an amendment.

Section 2

【Course Objectives/Goals/Learning Outcomes】

1. Develop and improve basic negotiation skills.
2. Develop a basic understanding of the role cultural aspects play in negotiations.
3. Develop and improve task based skill sets to deal with cultural conflict in negotiations.

Section 3

【Class Schedule/Class Environment, Literature and Materials】

1. Introduction:

An introduction to the subject, the professor, the teaching style and expected online norms.
2. The Nature of Negotiation and Distributive Bargaining.

This material is found in the first two chapters of the text and will occupy 4 class periods.
3. Test over Chapter 1 & 2.
4. Strategy and tactics for integrative bargaining. This is the third chapter in the text and will take 3 class meetings to explore.
5. Test over Chapter 3
6. Perception, Cognition and Emotion. This is chapter 6 in the text and includes additional material distributed via email. This material will take 3 class meetings to explore.
7. Communication in negotiation. This is chapter 7 in the text and also includes additional material distributed via email. This material will take 3 class meetings to explore.
8. Test, Perception, Emotion, Cognition and Communication.

9. International and Cross-cultural Negotiation. This material begins with chapter 16 but will also include additional resources and materials distributed by email. This material will take 6 class periods to explore.

10. Test, International Negotiation.

Exercises:

Each student will be required to complete a series of exercises. Some of these exercises are individual while others involve negotiating with a counterpart. The specific exercises may be changed based on the character of the class and the learning points but typically involve 4 role play negotiations, 5 self evaluations and 2 to 3 exercises to be completed during the class meeting.

【Textbooks/Reading Materials】

The text for this class is Negotiation by Lewicki and Saunders. Additional readings will be provided by email.

Section 4

【Learning Assessments/Grading Rubric】

Tests: There are 4 tests and each of them are equal to the other in weight.

Tests: 60%

Exercises: 25%

Evaluations: 15%