

# International Negotiation

## 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, discussion and practical exercises. The following syllabus is a general guideline but the contents may be amended during the course of the semester if, in my opinion, the class would benefit from such an amendment. For more detailed descriptions of activities and materials, read the information on Blackboard.

## Section 2

### 【Course Objectives/Goals/Learning Outcomes】

By the end of this course students will:

1. Improve their basic negotiation skills.
2. Recognize and prepare for the challenges of cross cultural negotiations.
3. Improve their skills for preparation and evaluation.
4. Recognize opportunities for negotiation.
5. Improve their communication abilities.

## Section 3

### 【Class Schedule/Class Environment, Literature and Materials】

Introduction to the professor, course, online norms and assessment process.

Review of first exercise. Chapter 1

Chapter 1 Podcast

Chapter 1 Questions and discussion. Review assignment.

Chapter 2 Podcast

Chapter 2 discussions and questions.

Assess, Manage, Modify and Manipulate.

Questions and discussion.

Hardball tactics and response.

Test

Chapter 3 Podcast

Chapter 3 questions and discussion

Chapter 3 podcast 2

Chapter 3 practice tactics

Negotiation simulation

Test

Review Exercise

Chapter 6 Perception, Emotion and Cognition

Chapter 6 continued

Perception exercises and conclusion

Communication model and exercises

Culture and communication review

Test

2021 Fall Semester

International negotiation, Chapter 16  
Culture discussion, review and questions.  
Japanese examples in Negotiation  
Tactics for cross-cultural negotiation  
Review exercises  
Optimal strategies  
Conclusion and test.

**【Textbooks/Reading Materials】**

The material for this class is provided via Blackboard.

**Section 4**

**【Learning Assessments/Grading Rubric】**

There will be a test over each of the primary topics. The topics roughly coincide with the chapters. Each of the tests is of equal value. You will also receive points for completing the practical exercises. The breakdown is as follows.

Tests 75%  
Exercises 25%

**Section 5**

Conducting a negotiation class remotely presents some specific challenges. If we work together we will be able to overcome those challenges but it will require you to manage your time well, to prepare in advance and to honor your commitments to the other students in class.