

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 as well as practical exercises. The following schedule 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 to the professor, course, online norms and assessment process.
2. Review of first exercise. Chapter 1
3. Chapter 1 Podcast
4. Chapter 1 Questions and discussion. Review assignment.
5. Chapter 2 Podcast
6. Chapter 2 discussions and questions.
7. Assess, Manage, Modify and Manipulate.
8. Questions and discussion.
9. Hardball tactics and response.
10. Test
11. Chapter 3 Podcast
12. Chapter 3 questions and discussion
13. Chapter 3 podcast 2
14. Chapter 3 practice tactics
15. Negotiation simulation
16. Test
17. Review Exercise
18. Chapter 6 Perception, Emotion and Cognition
19. Chapter 6 continued
20. Perception exercises and conclusion
21. Communication model and exercises
22. Culture and communication review
23. Test
24. International negotiation, Chapter 16
25. Culture discussion, review and questions.
26. Japanese examples in Negotiation
27. Tactics for cross-cultural negotiation

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28. Review exercises
29. Optimal strategies
30. Conclusion and test.

【Textbooks/Reading Materials】

The textbook is provided to you digitally.

Section 4

【Learning Assessments/Grading Rubric】

Final Exam 15%
Quizzes 45%
Exercises 40%