

## International Negotiation A/B

### Resolving Conflict and Closing the Deal

#### Section 1

|                   |                               |
|-------------------|-------------------------------|
| Instructor/Title  | Mark Tracy                    |
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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】

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

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Lesson 28. Review exercises  
Lesson 29. Optimal strategies  
Lesson 30. Conclusion.

**【Textbooks/Reading Materials】**

The textbook is provided to you digitally.

**Section 4**

**【Learning Assessments/Grading Rubric】**

4 Tests = 75%  
Exercises 25%

**Section 5**

**【Additional Information】**