

International Negotiation

Resolving Conflict and Closing the Deal

Section 1

Instructor	Mark Tracy
Office/Building	3410
Office Hours	To be determined

【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】

After successfully completing the course “students will be able to”:

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.
4. Prepare and execute a comprehensive negotiation strategy.

Section 3

【Class Schedule/Class Environment, Literature and Materials】

The actual schedule will vary depending on how quickly you master some of the skills.

1. Introduction to the course, online norms and assessment process.
2. Review of first exercise.
3. Chapter 1 The nature of negotiation
4. Chapter 1 questions and discussions. Review assignment.
5. Chapter 2 Distributive bargaining.
6. Chapter 2 discussion and questions.
7. Assess, manage, modify and manipulate.
8. Questions and discussion.
9. Hardball tactics and how to respond.
10. Performance Integration Student Survey.
11. Chapter 3 Integrative bargaining.
12. Chapter 3 questions and discussion.
13. Chapter 3 Is win win actually achievable and why is it not common?
14. Chapter 3 practice tactics.
15. In class exercise.
16. Performance Integration Student Survey, review exercise.
17. Perception, cognition and emotion.
18. Chapter 6 continued.
19. Conclusion of perception emotion and cognition.
20. Communication in negotiation, discussion and examples.
21. Communication and culture.
22. Culture and communication review.
23. Performance Integration Student Survey.
24. International negotiation and its complexities.

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25. Culture examples and discussion.
26. Tactics for cross cultural negotiation, culture exercise.
27. Japanese examples in negotiation.
28. Review the exercise.
29. Best strategy for cross cultural negotiations.
30. Conclusion

【Textbooks/Reading Materials】

The text is distributed in class. It is drawn from the following materials:

Negotiation by Lewicki, Saunders and Barry

Straitjacket Society by Masao Miyamoto

Social Intelligence by Daniel Coleman

Getting to Yes by Fisher and Ury

Section 4

【Learning Assessments/Grading Rubric】

The quizzes are all equal in value. The commons exercise is compiled as one quiz score. All of the quizzes will cover only the material assigned since the previous quiz. Each negotiation will be evaluated on a pass/fail basis unless indicated otherwise.

Each negotiation (except the first negotiation) will require a self-analysis that will be independently graded.

The final grade will be made of the following components:

Quizzes	60%
Exercises	20%
NBC	20%