

DEREE COLLEGE SYLLABUS FOR:		US CREDITS: 3/0/3						
MG 4023 BUSINESS NEGOTIATION – LEVEL 6		UK CREDITS: 15						
(Updated Fall 2021)								
PREREQUISITES:	None							
CATALOG DESCRIPTION:	The negotiation process, negotiation and management, and the concepts of power and influence at work and in other settings. Business agreements corporate diplomacy, inter-state and international agreements, and the dynamics of bargaining in national and international contexts.							
RATIONALE:	This course provides students with the necessary theoretical and practical background to face bargaining and negotiating challenges in their professional careers. It also addresses the question of how external and internal negotiation has become a way of life for effective managers in a constantly changing business environment.							
LEARNING OUTCOMES:	As a result of taking this course, the student should be able to:  1. Examine negotiation as a dynamic process.  2. Analyze the complexity of negotiation and the skills required for effective bargaining.  3. Evaluate negotiation strategies for effective conflict resolution.							
METHOD OF TEACHING AND LEARNING:	In congruence with the teaching and learning strategy of the college, the following tools are used:  ➤ Classes consist of lectures, discussions, collaborative in-class learning exercises and specialized video presentations.  ➤ Office Hours: Students are encouraged to make full use of the office hours of their instructor in order to consult and discuss issues related to the course's content.  ➤ Use of blackboard, where instructors post lecture notes, assignments' instructions, timely announcements, as well as additional resources.							
ASSESSMENT:	<b>Summative:</b> <table><tr><td>First Assessment: Term project (individual, 2,300-2,700 words)</td><td>60%</td></tr><tr><td>Final Assessment: Written Examination (essay-type questions)</td><td>40%</td></tr></table> <b>Formative:</b> <table><tr><td>In-class, 1-hour, "diagnostic" test</td><td>0</td></tr></table> The formative assessments aim to prepare students for the written project and for the final examination. The written project tests Learning Outcome 3. The final examination tests Learning Outcomes 1 and 2.		First Assessment: Term project (individual, 2,300-2,700 words)	60%	Final Assessment: Written Examination (essay-type questions)	40%	In-class, 1-hour, "diagnostic" test	0
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Final Assessment: Written Examination (essay-type questions)	40%							
In-class, 1-hour, "diagnostic" test	0							
INDICATIVE READING:	<b>REQUIRED MATERIAL:</b> Lewicki, R. J., Barry, B. & Saunders D. M. (2020) Negotiation, The McGraw-Hill Companies.							
	<b>RECOMMENDED READING:</b>  <b>ARTICLES</b>							

Ashbrook, Cathryn Clüver; Zalba, Alvaro Renedo (2021), "Social Media Influence on Diplomatic Negotiation: Shifting the Shape of the Table", *Negotiation Journal*, Volume 37, Issue 1, <https://doi.org/10.1111/nejo.12353>

Dorjee, Tenzin; Ting-Toomey, Stella (2020), "Understanding Intergroup Conflict Complexity: An Application of the Socioecological Framework and the Integrative Identity Negotiation Theory", *Negotiation and Conflict Management Research*, Volume 13, Number 3, Pages 244–262, doi: 10.1111/ncmr.12190

Ellis, Donald G. (2020), "Talking to the Enemy: Difficult Conversations and Ethnopolitical Conflict", *Negotiation and Conflict Management Research*, Volume 13, Number 3, Pages 183–196, doi: 10.1111/ncmr.12187

Fisher, R., Ury, W., & Patton, B. (2011). *Getting to Yes: Negotiating agreement without giving in* (rev. ed.). New York: Penguin Books.

Graham, J. L., Lawrence, L., & Requejo, W. H. (2015). Inventive negotiation: Getting beyond yes. *Organizational Dynamics*, 44(1), 35-46. doi:10.1016/j.orgdyn.2014.11.005

Gray, N. H. (2010). Bahasa, Batik, and Bargaining: An Exploratory Study of the Negotiation Styles and Behaviors of Indonesian Managers. *Journal Of Transnational Management*, 15(3), 215-228. doi:10.1080/15475778.2010.504490

Harvard Law School, Program on Negotiation, *Negotiation Journal*

John, Leslie K. (2020), *Controlling the Emotion of Negotiation* (Podcast), Business Research for Business Leaders, Harvard Business School

Lax, D. A., & Sebenius, J. K. (2012). Deal Making 2.0: A Guide to Complex Negotiations. *Harvard Business Review*, 90(11), 92-100.

Layng, J. M. (2009). Consulting On Negotiation: Teaching Business Students Basic Techniques. *Business Communication Quarterly*, 72(3), 341-344.

Ma, Z. (2010). The SINS in Business Negotiations: Explore the Cross-Cultural Differences in Business Ethics Between Canada and China. *Journal Of Business Ethics*, 91123-135. doi:10.1007/s10551-010-0571-5

Manrai, L. A., & Manrai, A. K. (2010). The Influence of Culture in International Business Negotiations: A New Conceptual Framework and Managerial Implications. *Journal Of Transnational Management*, 15(1), 69-100. doi:10.1080/15475770903584607

Neale, M.A. & Lys, T.Z. (2015). *Getting (More of) What You Want: How the Secrets of Economics and Psychology Can Help You Negotiate Anything, in Business and in Life*. Basic Books.

Rosso, A. (2015). The Art of Negotiation. *Collector* (0010082X), 80(6), 30-33.

Salacuse, Jeswald W. (2013), *Negotiating Life: Secrets for Everyday Diplomacy and Deal Making*, Palgrave MacMillan.

Sarkar, A. N. (2010). Navigating the Rough Seas of Global Business Negotiation: Reflection on Cross-Cultural Issues and Some Corporate Experiences. *International Journal Of Business Insights & Transformation*, 3(2), 47-61.

Sebenius, J.K. (2002). The hidden challenge of cross-border negotiations. *Harvard Business Review*, 80 (3), 76-85.

Susskind, Lawrence (2014), *Good for You, Great for Me: Finding the Trading Zone and Winning at Win-Win Negotiation*, PublicAffairs.

Other library sources, including journal articles accessed through the library databases are recommended by the instructor throughout the semester.

<b>COMMUNICATION REQUIREMENTS:</b>	Use of appropriate academic conventions as applicable in oral and written communications.
<b>SOFTWARE REQUIREMENTS:</b>	MS Office.
<b>WWW RESOURCES:</b>	<p>Students are expected to use the internet at their own discretion to select information on the individual project. Useful sources include:</p> <p> <a href="http://www.negotiation.com">www.negotiation.com</a>  <a href="http://www.pon.harvard.edu">www.pon.harvard.edu</a>  <a href="http://www.ft.com">www.ft.com</a>  <a href="http://www.economist.com">www.economist.com</a>  <a href="http://www.journals.elsevier.com/journal-of-international-management">www.journals.elsevier.com/journal-of-international-management</a>  <a href="https://hbr.org/topic/negotiations">https://hbr.org/topic/negotiations</a>  <a href="http://www.kathimerini.gr">www.kathimerini.gr</a>  <a href="http://www.nytimes.com">www.nytimes.com</a>  <a href="http://www.naftemporiki.gr">www.naftemporiki.gr</a>  <a href="http://www.wsj.com">www.wsj.com</a> </p>
<b>INDICATIVE CONTENT:</b>	<ol style="list-style-type: none"> <li>1. The Nature of Negotiation</li> <li>2. Strategy and Tactics of Distributive Bargaining</li> <li>3. Strategy and Tactics of Integrative Negotiation</li> <li>4. Negotiation: Strategy and Planning</li> <li>5. Ethics in Negotiation</li> <li>6. Perception, Cognition and Emotion</li> <li>7. Communication</li> <li>8. Finding and Using Negotiation Power and Influence</li> <li>9. Relationships in Negotiations</li> <li>10. Coalitions</li> <li>11. Individual Differences in Negotiations</li> <li>12. International and Cross-Cultural Negotiation</li> <li>13. Managing Difficult Negotiations</li> <li>14. Arbitration and Mediation</li> </ol>