



1. Course Information					
Department	Semester in English DCI				
Course Title	Negotiation Strategies				
Prerequisites					
Weekly Schedule	4UD	In Class	64	Workshop	NA
Class Schedule	TBD				
Room	TBD				
Professor	TBD				
E-mail					
Office Hours					

Course Abstract:

II. Learning Results
<p>Understanding basic negotiation methods and techniques that can be acquired and used in the negotiation process including the capabilities to determine when to use one instead of another depending on the externalities and context of the problem.</p> <p>Topics to be covered:</p> <ul style="list-style-type: none"> - Introduction to negotiation - Distributive negotiation - Integrative negotiation - Complex negotiation

III. Teaching Methodology
Role playing and case readings related to the subjects discussed in the course.

IV. Evaluation Methodology			
Description of the methodology		The course considers three written tests and a final exam, which measure the knowledge and understanding of the content. Each written test addresses the specific content related to the classes prior to the test.	
Evaluation Type	Learning Result being evaluated	Date	Percentage
Written test	Nature of Negotiation. Distributive Negotiation.		25%
Written test	Integrative Negotiation.		20%
Written test	Complex Negotiation.		25%
Final Exam	Whole course		30%

V. Course Rules
<ol style="list-style-type: none"> 1. Mandatory Attendance of 80% - Failure to achieve an 80% attendance rate will result in the automatic failure of the course. Only way to excuse an absence is by Dr. Note or an e-mail from UVM's International Program coordinator. 2. Mandatory attendance to the Final Exam. If you do not show up for your final exam, you will automatically fail the course. 3. Plagiarism-AUTOMATIC FAILURE IN THE COURSE & FORMAL LETTER SENT TO HOME UNIVERSITY 4. Communicate your travel plans with your professor in advance 5. Present homeworks in time.

VI. Course Calendar

Learning Result	Unit	Session	Class Objective	Class activity	Homework
1	Introduction to negotiation	1	General course introduction	Classes with original materials and screening of audiovisual products related to the class content.	Reading
1	Introduction to negotiation	2	Nature of negotiation	Classes with original materials and screening of audiovisual products related to the class content.	Reading
1	Distributive negotiation	3	Structure and characteristics of distributive negotiation	Classes with original materials and screening of audiovisual products related to the class content.	Reading
1	Distributive negotiation	4	Distribution negotiation tactics	Classes with original materials and screening of audiovisual products related to the class content.	Reading
1	Test 1	5	Examination of learning result 1	Written test related to learning result 1	
2	Integrative negotiation	6	Negotiation preparation	Classes with original materials and screening of audiovisual products related to the class content.	Reading

2	Integrative negotiation	7	Principle based negotiation	Classes with original materials and screening of audiovisual products related to the class content.	Reading
2	Test 2	8	Examination of learning result 2.	Written test related to learning result 2.	
3	Complex negotiation	9	Lie detection	Classes with original materials and screening of audiovisual products related to the class content.	Reading
3	Complex negotiation	10	Rationality and cognition in negotiation	Classes with original materials and screening of audiovisual products related to the class content.	Reading
3	Complex negotiation	11	Multiparty negotiation – agents and coalitions	Classes with original materials and screening of audiovisual products related to the class content.	Reading
3	Complex negotiation	12	Multiparty negotiation – multiple parties	Classes with original materials and screening of audiovisual products related to the class content.	Reading
3	Test 3	13	Examination of learning result 3.	Written test related to learning result 3.	
1-2-3	Back to basics	14	Revision of the whole course.	Classes with original materials and screening of audiovisual products related to the class content.	Reading
1-2-3	Back to basics	15	Revision of the whole course.	Classes with original materials and screening of audiovisual products related to the class content.	Reading
1-2-3	Case Analysis	16	Negotiation case analysis.	Classes with original materials and screening of audiovisual products related to the class content.	Reading
1-2-3	Final Exam	17	Examination of the whole course	Written exam related to the three learning results	

Bibliography:

- Fisher, R., Ury, W.L., & Patton, B. 1991. Getting to Yes: Negotiating Agreement without Giving In. 2nd Edition. New York: Penguin Books.
- Lewicki, R.J., Barry, B. and Saunders, D.M. 2010. Negotiation. New York: McGraw-Hill.
- Thompson, L.L. 2005. The Mind and Heart of the Negotiator. Upper Saddle River, NJ: Pearson Education.

Readings:

- Mnookin, R.H., Peppet, S.R., and Tulumello, A.S. 2000. Beyond Winning: Negotiating to Create Value in Deals and Disputes. Cambridge, MA: The Belknap Press of Harvard University Press, pp. 11-68.
- Schweitzer, M.E. 2005. Negotiators Lie. Negotiation. December.
- Wheeler, M. 2002. Negotiation Analysis: An Introduction. Teaching Notes. Harvard Business School.
- Wheeler, M. 2004. Nonverbal Communication in Negotiation. Teaching notes. Harvard Business School.
- Wheeler, M. 2003. True or False? Lie Detection at the Bargaining Table. ^[1]_[SEP]Negotiation. November.