

**Negotiation [SOC60148]**

Module Coordinator		Parker, Michael			
Programme(s)		Bachelor of Science			
Term		6th semester			
Module Duration		1 Semester			
Compulsory/Elective Module		Elective Module			
Credits:		6			
Frequency		Annually			
Language		English			
Total Workload	150 h	Academic Teaching Hours:	44	Remaining Workload:	Self-study
		One academic teaching hour corresponds to 40 minutes.			
		Self-study includes lesson preparation and follow-up activities, reading assignments, assessment preparation, take-home assignments, etc.			
Prerequisites		none			
Content		<p>We negotiate constantly in our lives – with friends and family, our partners but obviously also in a business context. In this module, students will learn the basic concepts and frameworks of negotiation.</p> <p>Special situations, such as negotiating in an intercultural context and in circumstances of conflict, will also play a role.</p>			
Intended Learning Outcomes		<p><b>Knowledge:</b> On successful completion of this module, students</p> <ul style="list-style-type: none"> <li>• know different frameworks for negotiation</li> <li>• are aware of important cognitive and emotional factors that influence negotiations</li> </ul> <p><b>Skills:</b> On successful completion of this module, students can</p> <ul style="list-style-type: none"> <li>• analyze a negotiation situation and identify different positions and interests</li> <li>• clarify their interests and define options</li> <li>• conduct negotiations in a productive way</li> </ul> <p><b>Competencies:</b> On successful completion of this module, students can</p> <ul style="list-style-type: none"> <li>• lead negotiations to mutually successful outcomes</li> </ul>			

Forms of teaching, methods and support	Through lectures, exercises and simulations students will grasp how biases influence our perception and how we can apply different strategies to negotiate successfully.			
Type of Assessment(s) and performance	Type of examination	Duration or length	Performance Points	Due date or date of exam
	Final Exam	60 minutes	60	Exam Week
	Case study and presentation		30	In class
	Participation simulation/exercises		30	In class
Recommended Literature	<p><b>Required Readings</b></p> <p><b>Negotiation</b>, 9th ed. Roy Lewicki, David Saunders and Bruce Barry</p> <p><b>Getting to Yes</b> by Roger Fisher, William Ury and Bruce Patton</p> <p><b>Split the Pie: A Radical New Way to Negotiate</b> by Barry Nalebuff</p> <p><b>Bargaining for Advantage: Negotiation Strategies for Reasonable People</b> by G. Richard Shell</p> <p><b>Women Don't Ask: The High Cost of Avoiding Negotiation—and Positive Strategies for Change</b> by Linda Babcock and Sarah Laschever</p> <p><b>Recommended</b></p> <p><b>Negotiating the Nonnegotiable: how to Resolve Your Most Emotionally Charged Conflicts</b> by Daniel Shapiro</p> <p><b>Negotiating the Impossible</b> by Deepak Malhotra</p> <p><b>Negotiating Rationally</b> by Max Bazerman and Margaret A. Neale</p> <p><b>Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond</b> by Deepak Malhotra and Max Bazerman.</p>			
Module Structure	Class sessions will aim at combining theory and praxis.			
Usability in other Modules/Programmes	none			

Last Approval Date	2023/11/07
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