

<<Last Updated:2022/02/21>>

Course Schedule Information

Course Code	Z26203
Semester	Spring and Summer Term
Day and Period	Mon4
Course Name (Japanese)	Negotiation Workshop
Room	School of Human Sciences/Main School HouseLecture Room31
Course Name	Negotiation Workshop
Capacity	0
Course Numbering Code	
Credits	2.0
Student Year	2,3,4
Instructor	BABOVIC ALEKSANDRA
Course of Media Class	Not Applicable

※About Course of Media Class

"Course of Media Class" are classes in which more than half of the classes are held in places other than classrooms by making advanced use of various media.




Undergraduate students can include up to 60 credits in media class course as requirements for graduation.

Even if this is not the case, we may hold classes using the media.

Basic Syllabus Information

Subtitle	
Eligibility	

Detailed Syllabus Information

Course Subtitle	Negotiation Workshop
Language of the Course	English
Type of Class	Practical Subject
Course Objective	The course aims to provide you with practical knowledge and skills that will be valuable to you in your career and life overall. This knowledge allows you to understand the type of negotiation you are in, prepare for it, and tactics and strategies at your disposal to choose from to get the best outcome possible. You will also be able to better navigate and understand the role of emotions in negotiations, how to effectively communicate with your counterparts, and use power in the negotiation process. The accent is on learning about the process and tools and practicing during the semester during in-class mini-negotiation exercises and final negotiation written by Harvard Business School (Program on Negotiation).
Learning Goals	<p>COURSE LEARNING OUTCOMES</p> <p>Knowledge and Understanding</p> <ul style="list-style-type: none"> - Negotiations type and nature - Definition of interests/goals/possible outcomes/alternatives to negotiated agreement. - Devise multidimensional strategies - Roles of power, psychology, emotions in the negotiation process - Team work and multiparty negotiations  <p>Skills, Qualities, and Attributes </p> <ul style="list-style-type: none"> - Use of appropriate strategies and tactics  - Using psychological, power, and other tactics to get the outcomes you want

	<ul style="list-style-type: none"> - Being an effective negotiator true to its role and mission - Foster resilience mindset and lesson-learning based on the actual negotiation 				
Requirement / Prerequisite					
Class Plan	Note that some aspects of the current syllabus and modes of operation can change depending on the number of students in class, their needs, and the overall class dynamics.				
	<table border="1"> <tr> <td rowspan="2">1st</td> <td>Period: Day: Title: Introductory class</td> </tr> <tr> <td>Key concepts in negotiation + overview of the cases + work/interaction organization</td> </tr> </table>	1st	Period: Day: Title: Introductory class	Key concepts in negotiation + overview of the cases + work/interaction organization	
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	<table border="1"> <tr> <td rowspan="3">2nd</td> <td>Period: Day: Title: - Assessing other parties' position - Taking stance in negotiation</td> </tr> <tr> <td>Readings</td> </tr> <tr> <td>Lewicki et al., Distributive bargaining (Ch 2) Malhotra et al., When Winning is Everything</td> </tr> </table>	2nd	Period: Day: Title: - Assessing other parties' position - Taking stance in negotiation	Readings	Lewicki et al., Distributive bargaining (Ch 2) Malhotra et al., When Winning is Everything
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	<table border="1"> <tr> <td rowspan="2">3rd</td> <td>Period: Day: Title: Tactics for collaborative and win-win negotiations</td> </tr> <tr> <td>Readings Lewicki et al., Integrative Negotiation (Ch3)</td> </tr> </table>	3rd	Period: Day: Title: Tactics for collaborative and win-win negotiations	Readings Lewicki et al., Integrative Negotiation (Ch3)	
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	<table border="1"> <tr> <td rowspan="2">4th</td> <td>Period: Day: Title: Planning for negotiations before they start - Defining goals/interests/context/ BATNAs/resistance points</td> </tr> <tr> <td>Readings Lewicki et al., (Ch4)</td> </tr> </table>	4th	Period: Day: Title: Planning for negotiations before they start - Defining goals/interests/context/ BATNAs/resistance points	Readings Lewicki et al., (Ch4)	
	4th		Period: Day: Title: Planning for negotiations before they start - Defining goals/interests/context/ BATNAs/resistance points		
		Readings Lewicki et al., (Ch4)			
<table border="1"> <tr> <td rowspan="2">5th</td> <td>Period: Day: Title: Negotiation week</td> </tr> <tr> <td></td> </tr> </table>	5th	Period: Day: Title: Negotiation week			
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<table border="1"> <tr> <td rowspan="2">6th</td> <td>Period: Day: Title: - Perceptions, framing, misperceptions, moods - Emotions in negotiations</td> </tr> <tr> <td>Readings Lewicki et al., Perception, Cognition, and Emotions (Ch6)</td> </tr> </table>	6th	Period: Day: Title: - Perceptions, framing, misperceptions, moods - Emotions in negotiations	Readings Lewicki et al., Perception, Cognition, and Emotions (Ch6)		
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<table border="1"> <tr> <td rowspan="2">7th</td> <td>Period: Day: Title: Verbal (language)/non- verbal communication - Improving communication</td> </tr> <tr> <td>Readings Lewicki et Communication (Ch 7) Video *</td> </tr> </table>	7th	Period: Day: Title: Verbal (language)/non- verbal communication - Improving communication	Readings Lewicki et Communication (Ch 7) Video *		
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<table border="1"> <tr> <td rowspan="2">8th</td> <td>Period: Day: Title: - Sources of power - Dealing with power and using it</td> </tr> <tr> <td>Readings Lewicki et al., Finding and Using Negotiation Power (Ch8) Change the Way you Persuade*</td> </tr> </table>	8th	Period: Day: Title: - Sources of power - Dealing with power and using it	Readings Lewicki et al., Finding and Using Negotiation Power (Ch8) Change the Way you Persuade*		
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<table border="1"> <tr> <td rowspan="2">10th</td> <td>Period: Day: Title: nature of multiparty negotiations - Managing multiparty negotiations</td> </tr> <tr> <td>Readings Lewicki et al. Relationships/Multi Parties & Teams (Ch9&10)</td> </tr> </table>	10th	Period: Day: Title: nature of multiparty negotiations - Managing multiparty negotiations	Readings Lewicki et al. Relationships/Multi Parties & Teams (Ch9&10)		
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<table border="1"> <tr> <td rowspan="2">11th</td> <td>Period: Day: Title: Best practices in negotiation</td> </tr> <tr> <td>Readings Lewicki et al. Relationships/Multi Parties & Teams (Ch12)</td> </tr> </table>	11th	Period: Day: Title: Best practices in negotiation	Readings Lewicki et al. Relationships/Multi Parties & Teams (Ch12)		
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Independent Study Outside of Class	<p>Readings of assigned chapters</p> <p>Preparation of the final case and write up</p>				

Textbooks	Roy J. Lewicki, Bruce Barry, and David M. Saunders. Essentials of Negotiation. NY: McGraw-Hill Education, 2016.
Reference	
Grading Policy	Mini-assignments and mini-negotiations - 40 % Final negotiation and negotiation write up - 50 %
Other Remarks	
Special Note	
Office Hour	
Messages to Prospective Students	This is a great opportunity to learn a skill that will be crucial for every aspect of your life. Harvard cases and Program on Negotiation materials are designed to help you think differently about negotiations and your role as a negotiator. You will be able to train yourself to see more opportunities for the creation of value in any situation and develop tactics and strategies that will help you to do so. As a class that is taught as part of the Virtual Exchange Program (APRU), this class will be taught wholly by remote.

Instructor(s)

Instructor Name	Name (hiragana)	Affiliation, Title, Course	Office	Extension	E-mail
No data found					

Cautions for Students

※出欠席及び受講に関するルール：令和5年度以降のシラバス項目 / *Attendance and Student Conduct Policy: field available from FY2023