SHORT COURSE DESCRIPTION
When collaborating with others we often find ourselves in negotiations; dialogues in which we attempt to reach a mutual understanding, resolve a conflict, or produce an equitable agreement. Even when interacting with individuals that are similar to us (family, friends, or neighbors) reaching such an agreement is a challenge. As we work toward a future of collaboration, we must possess the knowledge and skill to negotiate agreements that are mutually beneficial, and therefore sustainable, with people across the globe. However, negotiating with people from different backgrounds and cultures is much more difficult and complex.

The international negotiation course gives you an opportunity to improve upon your ability to negotiate and influence others. The best way to learn negotiation skills is to actually negotiate in a safe environment that provides insights, feedback, opportunities for reflection, and where careful analysis is required. Therefore, this course is experiential; students receive hands-on experience in preparing for and negotiating in a number of different scenarios.

READING MATERIALS
The readings for this course have been posted on the Canvas Course Page: https://canvas.instructure.com/courses/1038234/

Readings include the following:

COURSE REQUIREMENTS AND GRADING
Final grades will be composed of:
A. Class participation 60%
B. Negotiation quizzes (5) 40%
**Class participation**: Since learning in this class is experientially-based, negotiation exercises and debriefings done in class, class attendance is critical and mandatory. The assessment of class participation contains three aspects: (1) Class attendance and (2) active participation in negotiation exercises and discussions. All ISS classes are pass/fail. SKKU regulations require students to attend at least 80% of all classes; missing more than three classes and/or arriving significantly late (after the negotiation has started) to more than three classes will result in a fail.

**Negotiation quizzes**: Conducting negotiations is crucial, but it is also important to read about and reflect on negotiation concepts and practices. To encourage such reading there will be approximately five quizzes covering the class readings.

**COURSE SCHEDULE**

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**– WEEK I –**

**Tuesday (27 June)**
Topic: Introduction to Negotiation, Stages of Negotiation  
Reading: “Become a Master Negotiator”  
Negotiation Exercise (Advertise)

**Wednesday (28 June)**
Topic: Distributive Negotiation, Building Blocks, Dual Concern Framework  
Reading: “Strategy and Tactics of Distributive Bargaining”  
Negotiation Exercise (Volvo S40)

**Thursday (29 June)**
Topic: Distributive Negotiation, Preparation and Planning  
Reading: “The Fine Art of Making Concessions”  
Negotiation Exercise (Ultimatum + SB)

**Friday (30 June)**
Topic: Distributive Negotiation,  
Reading: “Selecting a Strategy”  
Negotiation Exercise (YM)

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**– WEEK II –**

**Monday (3 July)**
Topic: Distributive Negotiation, Integrative Negotiations, Power,  
Reading: “The Secrets of Power Negotiating”  
Negotiation Exercise (CC)  
**QUIZ #1** (The quiz covers the first four readings)

**Tuesday (4 July)**
Topic: Integrative Negotiation  
Reading: “Strategy and Tactics of Integrative Negotiation”  
Negotiation Exercise (Agreement)
Wednesday (5 July)
Topic: Integrative Negotiation
Reading: Various recommended
Negotiation Exercise (LF)
**QUIZ #2** (The quiz covers readings since quiz #1)

Thursday (6 July)
Topic: Persuasion
Reading: “Harnessing the Science of Persuasion”
Negotiation Exercise (L?)

Friday (7 July)
Topic: Persuasion
Reading: “Making Presentations That Stick”
Negotiation Exercise (SW)

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Monday (10 July)
Topic: Negotiation
Reading: Various recommended
Negotiation Exercise (Semiconductors)
**QUIZ #3** (The quiz covers negotiation review and persuasion)

Tuesday (11 July)
Topic: Models of Culture (Hofstede, 7D)
Reading: “Culture and Negotiation”
Culture Exercise (Kipling, Huxley, Nonverbal)

Wednesday (12 July)
Topic: International Negotiation
Reading: “The Hidden Challenge of Cross-Border Negotiations”
Negotiation Exercise (ILM)

Thursday (13 July)
Topic: Cross-Cultural Negotiation
Reading: Various recommended
Negotiation Exercise (AB)
**QUIZ #4** (The quiz covers culture)

Friday (14 July)
Topic: Negotiation Overview
Reading: “Best Practices in Negotiation”
Negotiation Exercise: TBD

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Monday (17 July)
Topic: Review and reflect on the combined negotiating experience
Team Presentations of EIGHT TOP TAKE-AWAYS
**QUIZ #5** (The quiz covers everything)