



Sungkyunkwan University (SKKU) International Summer Semester (ISS) 2017
"New Experience, New Engagement"

International Negotiations: From Disagreement To Consensus

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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:

1. Benoliel, Michael and Linda Cashdan (2005) "Become a Master Negotiator," Chapter XI in Done Deal: Insights from Interviews with the World's Best Negotiators
2. Lewicki, Roy J., Saunders, David M., and Bruce Barry (2007) "Strategy and Tactics of Distributive Bargaining," Chapter 2 in Negotiation, 5th Edition
3. Lewicki, Roy J., Saunders, David M., and Bruce Barry (2007) "Strategy and Tactics of Integrative Negotiation," Chapter 3 in Negotiation, 5th Edition
4. Dawson, Roger (1995) "The Secrets of Power Negotiating," in Secrets of Power Negotiating
5. Lewicki, Roy J., Hiam, Alex, and Karen W. Olander (1996) "Selecting A Strategy," from Think Before You Speak
6. Malhotra, Deepak, "The Fine Art of Making Concessions," *Program on Negotiation Newsletter* 19, No. 1 (January 2006), pp. 9-11
7. Cialdini, Robert B. "Harnessing the Science of Persuasion," from *Harvard Business Review* (October 2001), pp. 72-79
8. Brett, Jeanne M. (2007) "Culture and Negotiation," Chapter 2 in Negotiating Globally: How To Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries
9. Sebenius, James K. "The Hidden Challenges of Cross-Border Negotiations," in *Harvard Business Review* (March 2002), pp. 4-12
10. Lewicki, Roy J., Saunders, David M., and Bruce Barry (2007) "Best Practices in Negotiation," Chapter 20 in Negotiation, 5th Edition

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

– 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)

– 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)

– WEEK III –

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

– WEEK IV –

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)