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. To be successful we must possess the knowledge and skill to negotiate agreements that are mutually beneficial with people across the globe. However, negotiating with people from different backgrounds and cultures is more difficult and complex.

This 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, but are not limited to, 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 (3) debriefs and discussions. All ISS classes are pass/fail. SKKU regulations require students to attend at least 80% of all classes (12 out of 15); 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. Note that if you arrive late to class it will be counted as an absence.

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 five quizzes covering the class readings (as well as class discussions).

COURSE SCHEDULE

– WEEK I –

Tuesday (26 June)
Topic: Introduction to Negotiation, Stages of Negotiation
Reading: “Become a Master Negotiator”
Negotiation Exercise (Advertise)

Wednesday (27 June)
Topic: Distributive Negotiation, Building Blocks, Dual Concern Framework
Reading: “Distributive Negotiation: Slicing the Pie”
Negotiation Exercise (Volvo S40)

Thursday (28 June)
Topic: Distributive Negotiation, Preparation and Planning
Reading: “The Fine Art of Making Concessions”
Negotiation Exercise (Ultimatum + SB)

Friday (29 June)
Topic: Distributive Negotiation,
Reading: “Selecting a Strategy”
Negotiation Exercise (YM)
QUIZ #1 (The quiz covers the first four readings)

– WEEK II –

Monday (2 July)
Topic: Distributive Negotiation, Integrative Negotiations, Power,
Reading: “What You Don’t Know About Decision Making”
Negotiation Exercise (CC, Agreement)

Tuesday (3 July)
Topic: Integrative Negotiation
Reading: “Win-Win Negotiation: Expanding the Pie”
Negotiation Exercise (LF)

Wednesday (4 July)
Topic: Integrative Negotiation
Reading: Various recommended (see Canvas Course Page)
Negotiation Exercise (Semiconductors)
QUIZ #2 (The quiz covers readings since quiz #1)
Thursday (5 July)
Topic: Persuasion
Reading: “Harnessing the Science of Persuasion”
Exercise (TBD)

– WEEK III –

Monday (9 July)
Topic: Persuasion
Reading: “Making Presentations That Stick”
Negotiation Exercise (SW)

Tuesday (10 July)
Topic: Negotiation
Reading: Various recommended (see Canvas Course Page)
Exercise: “Sell Something”
QUIZ #3 (The quiz covers negotiation review and persuasion)

Wednesday (11 July)
Topic: Models of Culture (Hofstede, 7D)
Reading: “Culture and Negotiation”
Culture Exercise (TBD)

Thursday (12 July)
Topic: International Negotiation
Reading: “Space, Time, and Context”
Negotiation Exercise (ILM)

– WEEK IV –

Monday (16 July)
Topic: Cross-Cultural Negotiation
Reading: “Trust”
Negotiation Exercise (AB)
QUIZ #4 (The quiz covers culture)

Tuesday (17 July)
Topic: Negotiation Overview
Reading: “Best Practices in Negotiation”
Negotiation Exercise (HP)

Wednesday (18 July)
Topic: Review and assess knowledge
Negotiation Exercise (SP)
QUIZ #5 (The quiz covers everything)