

Course Schedule Information

Course Code / 時間割コード	881160
Semester / 開講区分(開講学期)	Spring and Summer Term
Day and Period / 曜日・時間	Mon4
Course Name (Japanese) / 開講科目名	Negotiation Workshop
Course Name / 開講科目名(英)	Negotiation Workshop
Capacity / 定員	0
Room / 教室	オンライン
Course Numbering Code / ナンパリング	88INES9U100
Required/Optional / 必修・選択	履修対象：特別聴講学生 人科G30_
Type of Class / 授業形態	Lecture Subject
Credits / 単位数	2.0
Student Year / 年次	1
Instructor / 担当教員	BABOVIC ALEKSANDRA
Course of Media Class / メディア授業科目	Not Applicable

Detailed Syllabus Information

Course Subtitle / 授業サブタイトル	Negotiation Workshop
Language of the Course / 開講言語	English
Learning Methods / 学習方法	<p>Listening and watching face-to-face/online class: Listening and watching a lecture, video, or demonstration, face-to-face or via online (e.g., attending a face-to-face lecture, watching an on-demand video)</p> <p>Reading: Reading books and academic papers (e.g., summarizing an academic paper, reading information on a website)</p> <p>Discussion: Learning through question-and-answer interactions and exchanges of opinions among students and between students and the instructor (e.g., pair/group discussion, online chat, one-on-one guidance for writing an academic paper)</p> <p>Collaborative work: Working as a pair or a group (e.g., producing a poster through group work)</p> <p>Research: Collecting information from books and academic papers; gathering and analyzing data by fieldwork (e.g., review of previous research, fieldwork)</p> <p>Experience/practice: Learning from experience- and practice-based activities, and feedback on such activities (e.g., solving problems; laboratory work using instruments; on-campus and off-campus practical training; skills practice including sporting skills; project-based learning; internship)</p> <p>online lecture, on-demand content, negotiations in pairs, group case preparation, writing up negotiation experience using class concepts, group negotiation preparation, group discussions in the forum and in-class sessions</p>
Course Objectives / 授業の目的と概要	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 / 学習目標	<p>COURSE LEARNING OUTCOMES</p> <p>1</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 - Being an effective negotiator true to its role and mission - Foster resilience mindset and lesson-learning based on the actual negotiation
Requirements, Prerequisites / 履修条件・受講条件		
Attendance and Student Conduct Policy / 出欠席及び受講に関するルール	You have a right to up to 3 justified absences (injury/illness, family emergency, job interview). You need to provide proof or communicate your absence well in advance. Being absent more than 3 times will lead to a student failing the course.	
Class Plan / 授業計画	1st	Title:Introductory class
		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.
		Key concepts in negotiation + overview of the cases + work/interaction organization
		Instructor:
	Independent Study Outside of Class:Introduction to negotiation and concepts	
	2nd	Title:- Assessing other parties ' position
		- Taking stance in negotiation
		Readings
		Lewicki et al., Distributive bargaining (Ch 2)
		Malhotra et al., When Winning is Everything
	Instructor:	
	Independent Study Outside of Class:Lecture and experience	
	3rd	Title:Tactics for collaborative and win-win negotiations
		Readings
		Lewicki et al., Integrative Negotiation (Ch3)
		Instructor:
	Independent Study Outside of Class:Research and negotiation preparation	
	4th	Title:Planning for negotiations before they start
		- Defining goals/interests/context/ BATNAs/resistance points
		Readings
		Lewicki et al., (Ch4)
	Instructor:	
	Independent Study Outside of Class:Experience	
	5th	Title:Negotiation week
		Meet with your negotiation counterpart
		Instructor:
		Independent Study Outside of Class:Lecture recap
	6th	Title:- Perceptions, framing, misperceptions, moods
- Emotions in negotiations		
Readings		
Lewicki et al., Perception, Cognition, and Emotions (Ch6)		
Instructor:		
Independent Study Outside of Class:Lecture and discussion		
7th	Title:Verbal (language)/non- verbal communication	
	- Improving communication	
	Readings	
	Lewicki et Communication (Ch 7) Video *	
Instructor:		
Independent Study Outside of Class:Research and negotiation preparation		
8th	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*				
		Instructor:				
		Independent Study Outside of Class:Research and negotiation preparation				
	9th	Title:Negotiation week				
		Meet with your negotiation counterpart				
		Instructor:				
		Independent Study Outside of Class:Experience Lecture recap				
	10th	Title:Nature of multiparty negotiations - Managing multiparty negotiations				
		Readings Lewicki et al. Relationships/Multi Parties & Teams(Ch9&10)				
		Instructor:				
		Independent Study Outside of Class:Lecture and discussion				
	11th	Title:Best practices in negotiation				
		Readings Lewicki et al. Relationships/Multi Parties & Teams(Ch12)				
		Instructor:				
		Independent Study Outside of Class:Research and negotiation preparation				
	12th	Title:Negotiation preparation (team meetings)				
Meet with your negotiation counterparts						
Instructor:						
Independent Study Outside of Class:Research and negotiation preparation						
13th	Title:Negotiation preparation (team meetings)					
	Meet with your negotiation counterpart					
	Instructor:					
	Independent Study Outside of Class:Lecture recap					
14th	Title:Negotiation Day					
	Meet with your negotiation counterparts					
	Instructor:					
	Independent Study Outside of Class:Main concepts recap					
Textbooks / 教科書・指定教材	Roy J. Lewicki, Bruce Barry, and David M. Saunders. Essentials of Negotiation. NY: McGraw-Hill Education, 2016.					
Reference / 参考図書・参考教材						
Grading Policy / 成績評価	Evaluation Methods / 評価方法	Negotiation experience write up	Learning engagement			
	Learning Goals1	○	○			
	Allocation of Marks / 評価割合	70%	30%			
Additional Information on Grading / 成績評価に関する補足情報						
Reasonable Accommodation / 合理的配慮	<ul style="list-style-type: none"> • If you need reasonable accommodation to participate in this class due to disability (including intractable disease and chronic condition), please contact the office for students with disabilities (e.g., Educational Affairs Section, Academic Affairs Section, Student Affairs Section) at your school/faculty or graduate school, or the Disability Advisory and Support Service Office of the Health and Counseling Center. • For more information, please visit the following website or contact the Disability Advisory and Support Service Office of the Health and Counseling Center. Website : https://acs.hacc.osaka-u.ac.jp Tel : 06-6850-6107 E-mail : campuslifekenkou-acs@office.osaka-u.ac.jp 					
Special Note / 特記事項						
Office Hours / オフィスアワー						
Course Conducted by Instructors						

