

 シラバス参照

<<Last Updated:2025/02/28>>

Course Schedule Information

Course Code	Z26203
Semester	Spring and Summer Term
Day and Period	Mon4
Course Name (Japanese)	Negotiation Workshop
Course Name	Negotiation Workshop
Capacity	0
Room	School of Human Sciences/Main School HouseLecture Room34
Course Numbering Code	01HUSC3E200
Type of Class	Seminar Subject
Credits	2.0
Student Year	2,3,4
Instructor	BABOVIC ALEKSANDRA
Course of Media Class	Applicable (Undergraduate students can include up to 60 credits in media class course as requirements for graduation.)

※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

Eligibility	
-------------	--

Detailed Syllabus Information

Course Subtitle	Negotiation Workshop	
Language of the Course	English	
Learning Methods	online class, discussion, reading, collaborative work, experience	
Course Objectives	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	1	COURSE LEARNING OUTCOMES Knowledge and Understanding - 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 Skills, Qualities, and Attributes - 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		
Class Plan	1	Period: Day: 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 Independent Study Outside of Class : Introduction to negotiation and concepts
	2	Period: Day: Title:- Assessing other parties' position - Taking stance in negotiation Readings Lewitcki et al., Distributive bargaining (Ch 2)

		Malhotra et al., When Winning is Everything
		Independent Study Outside of Class : Lecture and experience
	3	Period: Day: Title:Tactics for collaborative and win-win negotiations
		Readings Lewicki et al., Integrative Negotiation (Ch3)
		Independent Study Outside of Class : Research and negotiation preparation
	4	Period: Day: Title:Planning for negotiations before they start - Defining goals/interests/context/ BATNAs/resistance points
		Readings Lewicki et al., (Ch4)
		Independent Study Outside of Class : Experience
	5	Period: Day: Title:Negotiation week
		Meet with your negotiation counterpart
		Independent Study Outside of Class : Lecture recap
	6	Period: Day: Title:- Perceptions, framing, misperceptions, moods - Emotions in negotiations
		Readings Lewicki et al., Perception, Cognition, and Emotions (Ch6)
		Independent Study Outside of Class : Lecture and discussion
	7	Period: Day: Title:Verbal (language)/non- verbal communication - Improving communication
		Readings Lewicki et Communication (Ch 7) Video *
		Independent Study Outside of Class : Research and negotiation preparation
	8	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*
		Independent Study Outside of Class : Research and negotiation preparation
	9	Period: Day: Title:Negotiation week
		Meet with your negotiation counterpart
		Independent Study Outside of Class : Experience Lecture recap
	10	Period: Day: Title:nature of multiparty negotiations - Managing multiparty negotiations
		Readings Lewicki et al. Relationships/Multi Parties &Teams(Ch9&10)
		Independent Study Outside of Class : Lecture and discussion
	11	Period: Day: Title:Best practices in negotiation
		Readings Lewicki et al. Relationships/Multi Parties &Teams(Ch12)
		Independent Study Outside of Class : Research and negotiation preparation
	12	Period: Day: Title:Negotiation preparation (team meetings)
		Meet with your negotiation counterparts
		Independent Study Outside of Class : Research and negotiation preparation
	13	Period: Day: Title:Negotiation preparation (team meetings)
		Meet with your negotiation counterparts
		Independent Study Outside of Class : Lecture recap
	14	Period: Day: Title:Negotiation Day
		Meet with your negotiation counterparts
		Independent Study Outside of Class : Main concepts recap
	15	Period: Day: Title:Final class
		Mini presentations about learning experience
		Independent Study Outside of Class : Mini presentations and discussion
	1	Period: Day: 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
		Independent Study Outside of Class : Introduction to negotiation and concepts
	2	Period: Day: Title:- Assessing other parties' position - Taking stance in negotiation

2025/08/22 8:44

goal to view the full text of it.		experience				
	Learning Goals1	○	○			
	Allocation of Marks	70%	30%			
Additional Information on Grading						
Reasonable Accommodation	• 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-ac@office.osaka-u.ac.jp					
Special Note						
Office Hours						

Instructor(s)

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

Cautions for Students