Q 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

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	
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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 life overall. This knowledge allows you to understand the type of negotiation you are in, prepare for it, and ta and strategies at your disposal to choose from to get the best outcome possible. You will also be able to bette 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 tool and practicing during the semester during in-class mini-negotiation exercises and final negotiation written by Harvard Business School (Program on Negotiation).						
COURSE LEARNING OUTCOMES Knowledge and Understanding - Negotiations type and nature - Definition of interests/goals/possible outcomes/alternatives to negotiated agreem - 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	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)						

1/4 2025/08/22 8:44

[&]quot;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.

	Malhotra et al., When Winning is Everything				
	Independent Study Outside of Class : Lecture and experience				
	Period: Day: Title:Tactics for collaborative and win-win negotiations				
3	Readings				
	Lewicki et al., Integrative Negotiation (Ch3)				
	Independent Study Outside of Class: Research and negotiation preparation				
	Period: Day: Title:Planning for negotiations before they start				
	- Defining goals/interests/context/ BATNAs/resistance points				
4	Readings Lewicki et al., (Ch4)				
	Independent Study Outside of Class : Experience				
	Period: Day: Title:Negotiation week				
5	Meet with your negotiation counterpart				
	Independent Study Outside of Class : Lecture recap				
	Period: Day: Title:- Perceptions, framing, misperceptions, moods - Emotions in negotiations				
6	Readings Lewicki et al., Perception, Cognition, and Emotions (Ch6)				
	Independent Study Outside of Class: Lecture and discussion				
	Period: Day: Title:Verbal (language)/non- verbal communication				
	- Improving communication				
7	Readings				
	Lewicki et Communication (Ch 7) Video *				
	Independent Study Outside of Class : Research and negotiation preparation				
	Period: Day: Title:- Sources of power - Dealing with power				
	and using it				
8	Readings				
	Lewicki et al., Finding and Using Negotiation Power (Ch8) Change the Way you Persuade*				
	Independent Study Outside of Class : Research and negotiation preparation				
	Period: Day: Title:Negotiation week				
9	Meet with your negotiation counterpart				
	Independent Study Outside of Class : Experience Lecture recap				
	Period: Day: Title:nature of multiparty negotiations				
	- Managing multiparty negotiations				
10	Readings				
	Lewicki et al. Relationships/Multi Parties &Teams(Ch9&10)				
	Independent Study Outside of Class : Lecture and discussion				
	Period: Day: Title:Best practices in negotiation				
11	Readings Lewicki et al. Relationships/Multi Parties &Teams(Ch12)				
	Independent Study Outside of Class : Research and negotiation preparation				
	Period: Day: Title:Negotiation preparation (team meetings)				
12	Meet with your negotiation counterparts				
- <u>-</u>	Independent Study Outside of Class : Research and negotiation preparation				
	Period: Day: Title:Negotiation preparation (team meetings)				
13	Meet with your negotiation counterparts				
	Independent Study Outside of Class : Lecture recap				
	Period: Day: Title:Negotiation Day				
14	Meet with your negotiation counterparts				
	Independent Study Outside of Class : Main concepts recap				
	Period: Day: Title:Final class				
15	Mini presentations about learning experience				
	Independent Study Outside of Class : Mini presentations and discussion				
	Period: Day: Title:Introductory class				
	Note that some aspects of the current syllabus and modes of operation can change depending on the				
1	number of students in class, their needs, and the overall class dynamics.				
	Key concepts in negotiation + overview of the cases + work/interaction organization				
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-	Independent Study Outside of Class: Introduction to negotiation and concepts				
2	Independent Study Outside of Class: Introduction to negotiation and concepts Period: Day: Title:- Assessing other parties' position				

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3 / 4 2025/08/22 8:44

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Additional Information on Grading							
Reasonable Accommodation	(including intractable students with disabili Student Affairs Sectic Advisory and Supportion For more information and Support Service Website: https://artel : 06-6850-	• 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							
Office Hours							

Instructor(s)

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

Cautions for Students					

4/4 2025/08/22 8:44