



WALSH UNIVERSITY

School for Professional Studies

BUS 319

Managerial Negotiations

***ASSIGNMENT DUE ON THE FIRST NIGHT
OF CLASS: SEE PAGE 5***

PREREQUISITE: BUS 318

WALSH UNIVERSITY
School for Professional Studies
BUS 319 Managerial Negotiations
Course Syllabus

COURSE DESCRIPTION

Exploration of the process and dynamics of the numerous negotiations and conflict resolution efforts occurring continuously within organizations. Reviews the major concepts and theories of the psychology of bargaining and negotiations and handling of group conflicts. Course Utilizes cases and simulation exercises. *Prerequisites: Bus 318.*

LEARNING OUTCOMES

Upon successfully completing this course, students will be able to:

1. Learn why negotiation should be a core management competency.
2. Become proficient in the three areas of negotiation preparation: self, other party, situation.
3. Explain the Distributive negotiation concept.
4. Discuss the Win-Win negotiation concept.
5. Develop a negotiating style.
6. Learn and demonstrate how to develop trust and how to build a relationship.
7. Discuss power, persuasion and ethics as it applies to negotiation.
8. Demonstrate creativity and problem solving in negotiations.
9. Explain the case of multiple parties, coalitions and teams in negotiations.
10. Develop an understanding of tactic negotiations and social dilemmas.

MATERIALS OF INSTRUCTION

Thompson, Leigh L (2005). *The Mind and Heart of the Negotiator* (3rd Ed.). Pearson Prentice Hall.

***Please review the School for Professional Studies textbook list for most up to date edition.**

SUGGESTED GRADING CRITERIA

The grading criteria is the prerogative of the facilitator, who may present an alternative grading procedure, **in writing**, the first night of class as circumstances and experience dictate (for example, the addition of assignments, different weights for the assignments, etc.). Changes to the suggested grading criteria will be announced in Workshop One; otherwise, the criteria presented in this module will be followed as closely as possible.

Grading Scale

A	=	93 to 100	C	=	73 to 75
A-	=	89 to 92	C-	=	69 to 72
B+	=	86 to 88	D+	=	66 to 68
B	=	83 to 85	D	=	63 to 65
B-	=	79 to 82	D-	=	59 to 62
C+	=	76 to 78	F	=	BELOW 58

The course will consist of the following graded components:

Exam	20 points
Presentation	20 points
Class Contributions	20 points
Exercises	20 points
Research Paper	<u>20 points</u>
Total Possible:	100 points

NOTES REGARDING ASSIGNMENTS AND WORKLOAD

This course will meet only once a week, for 4 hours each time. The highly accelerated pace requires students to take a great deal of responsibility for their own learning outcomes. While in class, students are expected to actively participate in discussion and group activities. Outside of class, students are expected to do a minimum of 15 hours per week of study, homework assignments and/or group projects.

The intent of the assigned text readings is to provide students with analytical and conceptual skills rather than merely mechanical application skills.

Written Assignments

An important component of this course is the carrying out of written assignments. These assignments of varying types may be both in-class and out-of-class. Expectations, scheduling and kinds of assignments will be discussed in Workshop One.

ATTENDANCE AND PARTICIPATION

Attendance is expected at each class meeting and class attendance is taken at the beginning of each class. Each student is expected to be prepared for each class and will be called upon to discuss various issues, topics and case studies. Missed work, because of an approved absence, can be made up only under approved conditions. Late work will be penalized if accepted by the instructor.

ACADEMIC INTEGRITY

The exchange of ideas and the sharing of information as part of the educational process is encouraged. Shared views among members of the class can provide an additional element in the process. However, the student is reminded that such sharing of views and other information must remain in the context of academic integrity. A breach of academic integrity will be considered a serious matter. ***“Breach of Academic Integrity”*** in the course shall be defined as the use by one student of the work of another (student or otherwise) when the student wrongfully uses such material. This definition is intended to address commonly recognized means and methods of cheating on materials, including plagiarism of any sort. The result of such a breach will be a grade of “0” on the respective assignment.

ASSIGNMENTS TO BE COMPLETED PRIOR TO WORKSHOP ONE

1. Carefully read the course module, concentrating on the course and learning outcomes listed at the beginning of the module.
2. Read chapter 1 and chapter 2 of the Thompson text, *The Mind and Heart of the Negotiator*.

Class Schedule

Workshop	Assignments
1	a) Chapters 1, 2
2	a) Chapters 3, 4
3	a) Appendix 1, Appendix 2, Appendix 3
4	a) Chapters 5, 6
5	a) Chapters 7, 8
6	a) Chapters 9, 10
7	a) Chapters 11, 12
8	a) Appendix 4