



**Course Name:** Negotiation

**Course Number:** BMG\* 226

**Credits:** 3

**Catalog description:** An in depth examination of the nature and importance of negotiation concepts and principles as applied to organizational effectiveness; Competent negotiation skills are required to meet organizational challenges in a rapidly changing, globally competitive world. Negotiations fundamentals, sub-processes, contexts, and remedies are emphasized in light of modern theories and applications. Cases and skill development exercises will be used extensively.

**Prerequisite, Corequisite, or Parallel:** ENG\*101 or Permission of Instructor

## **General Education Competencies Satisfied:**

**HCC General Education Requirement Designated Competency Attribute Code(s):**

None

**Additional CSCU General Education Requirements for CSCU Transfer Degree Programs:**

None

**Embedded Competency(ies):**

None

**Discipline-Specific Attribute Code(s):**

BUS                      Business elective

## **Course objectives:**

**General Education Goals and Outcomes:**

None

**Course Specific Objectives:**

1. Define and describe levels of conflict, functions and dysfunctions of conflict
2. Define framing and explain the planning process of negotiation
3. Explain the concepts of strategy and tactics of distributive bargaining
4. Contrast the strategy and tactics of integrative negotiation
5. Compare perception and cognitive biases



6. Explain the concepts of power and leverage in negotiations
7. Explain the major ethical concerns in negotiations
8. Explain how power and politics impact leadership in an organization
9. Explain the key elements in managing negotiations with relationships
10. Describe the principles unique to multiparty negotiations
11. Explain the concepts of negotiation relating to personality and style
12. Context negotiation methods in a cross cultural environment
13. Describe the concepts that foster difficult negotiations

**Course Content:**

**PART I: ESSENTIALS OF NEGOTIATION**

- A. Negotiation: The Mind and the Heart
- B. Preparation: What to Do Before Negotiation
- C. Distributive Negotiation: Slicing the Pie
- D. Win-Win Negotiation: Expanding the Pie

**PART II: ADVANCED NEGOTIATION SKILLS**

- A. Developing a Negotiating Style
- B. Establishing Trust and Building a Relationship
- C. Power, Persuasion, and Ethics
- D. Creativity and Problem Solving in Negotiations

**PART III: APPLICATIONS AND SPECIAL SCENARIOS**

- A. Multiple Parties, Coalitions, and Teams
- B. Cross-Cultural Negotiation
- C. Tacit Negotiations and Social Dilemmas
- D. Negotiation via Information Technology

Date Course Created:

Date of Last Revision: 04/01/2017