

**BRIEF SYLLABUS**  
**38:578:505 Negotiation**

**COURSE DESCRIPTION:**

Negotiation strategy and tactics including positional, interest-based, and other theoretical approaches; rights, power, leverage, concessions, commitment; applications include business and labor contexts; negotiation skill development.

**SMLR LEARNING OBJECTIVES:**

**VI. Application – Demonstrate an understanding of how to apply knowledge necessary for effective work performance**

Applying negotiating skills effectively is essential in employment relations, not only in collective bargaining, but also in the course of many organizational activities.

**VII. Professional Development – Demonstrate an ability to interact with and influence others in a professional manner, and to effectively present ideas and recommendations**

Superior negotiators interact with and influence others in a professional manner.

**ASSESSMENT OF LEARNING OBJECTIVES:**

Assessment will be based on the student demonstration of negotiation skills in the final simulation.

**TYPICAL COURSE REQUIREMENTS\*:**

•	Negotiation simulations	20%
•	Negotiation simulation de-briefs	20%
•	Student Participation	05%
•	Midterm	20%
•	Large Negotiation Preparation	10%
•	Large Negotiation Analysis	05%
•	Final Exam	20%

\*Course requirements are subject to change.