

Brief Syllabus
37:575:326 Negotiation Concepts and Techniques

Course Description:

Negotiation strategy and tactics; interests and interest-based bargaining, rights, power, leverage, concessions, commitment; application of theory in various work-life contexts; negotiation skill development.

Important information:

This class is suitable for both majors and non-majors. It contains an opportunity to apply negotiation theory and develop negotiation skills in a variety of relevant exercises.

Learning Objectives. The student is able to:

Labor Studies and Employment Relations Department:

- Apply employment relations concepts, and substantive institutional knowledge, to understanding contemporary developments related to work. (Goal 2).
- Work productively in teams, in social networks, and on an individual basis (Goal 13).

School of Management and Labor Relations:

- Demonstrate an understanding of how to apply knowledge necessary for effective work performance. (Goal VI)
- Demonstrate an ability to interact with and influence others in a professional manner, and to effectively present ideas and recommendations (Goal VII).

Assessment of student success in meeting learning objectives:

Typically a rubric is applied to particular essay or short answer questions on the final exam for this purpose.

In addition, grades are also based on student performance on papers, exercises, discussions, short written assignments, and objective items on exams.