

Negotiations: 37:575:326:H6/38:578:505:H6

Summer 2014

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PLEASE BRING A LAPTOP OR TABLET TO CLASS

Required Textbooks:

Negotiation: Harvard Business Essentials Guide to Negotiation Michael Wheeler. Harvard Business School Press Paperback: 208 pages, Harvard Business Press (July 1, 2003) ISBN-10: 1591391113 ISBN-13: 978-1591391111 Amazon \$13.57

Influence: The Psychology of Persuasion Robert B. Cialdini. Harper Paperbacks; Revised edition (December 26, 2006) ISBN-10: 006124189X Amazon \$12.23

Recommended:

Getting More: How You Can Negotiate to Succeed in Work and Life. 2012. Stuart Diamond. Three Rivers Press.

The topic of this class is negotiations. Negotiations is a social process that can be analyzed, understood, and modeled; it is a learnable and teachable skill set. Negotiators are made, not born, and skills can be improved and relearned throughout life. Improvements in negotiating behavior require a combination of intellectual training and behavioral skill development. Thus, the most effective approaches to teaching negotiations integrate both intellectual analysis and skill development. Each class meeting will be divided into two parts. The first part will focus on analysis relying mostly on lecture, and the second part will require students to participate in negotiation simulations and case analyses.

Class Preparation and Participation. This course will require students to come prepared to class. There are two forms of preparation: readings and assignments. Students are expected to attend every class, and to be prepared and ready to participate. The grading relies heavily on the assignments. Students should complete all readings and assignments on time. Late assignments will receive grade reductions.

Readings have been assigned to provide an understanding of activities just completed in class, or to "set the stage" for upcoming activities. A blend of readings have been selected that combine analysis with detailed examples and applications. Students will be responsible for completing the reading assignments.

Assignments are cases, exercises, role-plays, and questionnaires that must be completed for class, or in between class periods. It is essential that students be prepared by reading the assigned case or briefing information and completing the required assignment or write-up.

Grading:	
Assignments, Preparations and Role Play Write-ups	65%
Attendance	10%
Final Exam	25%

Students are expected to be prepared for class, to attend every class, and to complete the required role-plays and write-ups in class. Class attendance is expected unless the instructor is notified. Missing a role-play or simulation is not acceptable, except for reasons of a medical or family emergency

Class 1: Introduction to Negotiations

- Negotiations: Syllabus
- Assignment 1:
- ***Bargaining for Advantage***, G. Richard Shell, Bargaining Styles Assessment Tool (
- Bargaining Style Assessment Tool
- Exercise: The Exit Interview and debrief

Class 2: Distributive and Integrative Negotiations

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- ***Harvard Business Essentials Guide to Negotiation***, Introduction, Chapters 1, 2 and 3
- Debrief: The Exit Interview

Every Exercise will have a written Preparation Form and a Debrief to submit

- Exercise: Used Car

Class 3: Weapons of Influence

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- ***The Psychology of Persuasion***, Robert B. Cialdini, Chapters 1 & 2
- Used Car
- Exercise: Shoe Repair

Class 4: Table Tactic

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- ***Harvard Business Essentials Guide to Negotiation***, Chapters 4 and 5

- Debrief: Shoe Repair
- Exercise Pemberton's Dilemma

Class 5 Barriers, Problems, and Mental Errors in Reaching an Agreement

- *Harvard Business Essentials Guide to Negotiation*, Chapter 6 and 7
- Exercise: Hoop Dreams

Class 6 Empathy

Three Approaches to Resolving Disputes: Interests, Rights and Power, (Sakai)

- "In My Lifetime and Fog of War"
- Exercise: Bob Esposito
- Debrief Hoop Dreams

Class 7: Building Relationships and Representing Others

- *Harvard Business Essentials Guide to Negotiation*, Chapter 8 and 9
- Tamarack and Twin Lakes Mining

Class 8

- *Harvard Business Essentials Guide to Negotiation*, Chapter 10
- *The Psychology of Persuasion*, Robert B. Cialdini, Chapter 3 (Commitment and Consistency), Chapter 5 (Liking)
- Connecticut Valley School Negotiation

Class 9: Exam

The End Enjoy a Short Summer