

Negotiations:
37:575:326:01 Sp12
38:578:505:01 Sp12
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Monday 12:35-3:30 PM

Required Textbooks:

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

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

Proposed Requirements and Grading:

Attendance, Participation, and Preparation	10%
Case Studies and Exercises	20%
Quizzes	10%
Bargaining Preparation	20%
Bargaining Outcome	15%
Take Home Final Exam	25%

The topic of this class is negotiations. Negotiation 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.

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/or completing the required assignment.

Students are expected to be prepared for class, to attend class, and to complete the required role-plays inside and outside of class. Therefore, you will be required to make time outside of class to complete required negotiations. Attendance at class 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

Jan 23

- Negotiations: What Are the Course Requirements?
- Exercise: The Exit Interview

Class 2. Distributive and Integrative Negotiations

Jan 30

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

Class 3 Table Tactics

Feb 6

- *Harvard Business Essentials Guide to Negotiation Chapters 4 and 5*
- *The Psychology of Persuasion* Robert B. Cialdini. Chapter 2
- Debrief: Shoe Repair
- Exercise: Used Car

The Syllabus for the remaining classes will be provided during the course of the semester.