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.