

MEM 429 – Fall 2018 - Negotiations

COURSE SNAPSHOT				
Date	Topic	In Class	Assignments Due	AFTER CLASS – To Read
September 27 th Week 1	Introduction to Negotiations Simple, Two-Party Negotiations	Prepare <i>Synertech Dosagen</i> Negotiate <i>Synertech Dosagen</i> Debrief <i>Synertech Dosagen</i>	Be prepared to share your negotiation experience and goal(s) with the class.	Galinsky: <i>Should you make the first offer</i> Aaronson: <i>Winning at the sport of negotiation</i> Conger: <i>The necessary art of persuasion</i>
October 4 th Week 2	Multiple Issue, Two-Party Negotiations	Negotiate <i>Coast News</i> Debrief <i>Coast News</i>	Planning document for <i>Coast News</i>	Lax & Sebenius: <i>The negotiator's dilemma: creating and claiming value</i> Lax & Sebenius: <i>Interests: The measure of negotiation</i> Raiffa: <i>Post-settlement settlements</i>
October 11 th Week 3	Beyond "Win-Win"	Negotiate <i>Moms.com</i> Debrief <i>Moms.com</i>	Planning document for <i>Moms.com</i> Kukui Nuts Negotiation (Conducted over e-mail); Complete the negotiation no later than Monday October 15th at 8:00 pm	Downie: <i>When Negotiations Fail</i> Galinsky et al.: <i>The view from the other side of the table</i> Medvec & Galinsky: <i>Putting More on the Table</i> Raiffa: <i>AMPO versus city and Tradeoff and Concessions</i> (you should read these articles before preparing for your role for ABC/Local 190).

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October 18 th Week 4	Email Negotiations On-going Negotiation: Round 1	Debrief Kukui Nuts Prepare <i>ABC/Local 190 Round 1</i> Negotiate <i>ABC/Local 190 Round 1</i>	Kukui Nuts Negotiation (Conducted over e-mail – Due October 15th)	Ertel: <i>Getting Past Yes</i> Malhotra & Bazerman: <i>Investigative Negotiation</i>
October 25 th Week 5	Agents and Ethics in Negotiations	Negotiate <i>Bullard Houses</i> Debrief <i>Bullard Houses</i>	Planning document for <i>Bullard Houses</i> Scoring system and outcomes for <i>ABC/Local 190 Round 1</i>	Shell: <i>When is it legal to lie in negotiations?</i> Rubin & Sander: <i>When should we use agents? Direct vs. representative negotiation</i>
November 1 st Week 6	Dispute Resolution	Negotiate <i>Viking</i> Debrief <i>Viking</i>	Planning document for <i>Viking</i>	Ury, Brett, & Goldberg: <i>Three approaches to resolving disputes</i> Fisher and Shapiro: <i>On Strong Negative Emotions: They happen. Be Ready</i>
November 8 th Week 7	Multi-Issue, Multi-Party Negotiations	Negotiate: <i>Social Services</i> Negotiate <i>Harborco</i> Debrief <i>Harborco</i>	Planning document for <i>Harborco</i> Real World Negotiation Analysis Due	Vanover: <i>Getting things done through coalitions</i> Brett: <i>Negotiating group decisions</i>

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November 15 th Week 8	Mediation & Exam	Video: <i>Mediation in Action</i> Exam	<i>ABC/Local 190 Round 2 Outcome</i>	Brett: <i>The mediation process</i> Bazerman and Neale: <i>Negotiating through third parties.</i>
November 29 th Week 9	On-going Negotiation: Round 3	Negotiate <i>ABC/Local Round 3</i>		Thompson et al: <i>Myths and Realities about Emotions in Negotiations</i>
December 6 th Week 10	Wrap Up	Debrief <i>ABC/Local 190</i> Grand Finale Class Awards	Outcome for <i>ABC/Local 190 Round 3 (e-mail no later than December 2nd at 8:00 p.m.)</i> Growth Statement	

