

Negotiation Fundamentals

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Course description

During the course, participants will explore the depth of the human factor in negotiations, discover the techniques to control and manage negotiations and further develop, adapt and modify their own negotiation style. Students will develop the capability to understand and design negotiation process in a business environment by constant evaluation through all steps of the negotiation process.

Course requirements, grading, and attendance policies

The final grade has the following components:

Components	Max points
Participation and personal contributions to class discussions	10
Simulations in class	60
Learning Journal	30
TOTAL	100

Active **class participation** means questions, smart comments during class discussions, case studies, as well as taking a leading role in game sessions and simulations. Presence during all sessions will be monitored by the faculty.

Simulations grade is relative to the score each student achieves in the simulations. Detailed description and instructions for the simulations will be handed out at the beginning of the exercise. The simulations will be graded based on two major criteria:

- Final result
- Leading role during the debrief sessions

Learning Journal: Submission of a "Learning Journal" is compulsory, and no submission will result in FAIL grade. The "Learning Journal" is a personal debriefing document which will require students to monitor, observe and reflect their own behavior and performance during the simulations.

The "Learning Journal" has to be submitted to LMS by 11:59pm Moscow time on June 24, 2023.

Course contents

Learning Objectives

- Practice structured and effective preparation for negotiations

- Provide insights into any negotiation process and its essential elements of how to prioritize interests
- Develop a personal unique style of negotiating
- Build theoretical understanding and practical skills through an interactive role-play simulations.

Learning Outcomes

By the end of the course, students should acquire the following learning outcomes:

KNOWLEDGE learning outcomes:

- Learn Harvard principals in business negotiations.

MANAGERIAL learning outcomes:

- Develop result-oriented negotiation strategies, and their operational tactics.

APPLIED learning outcomes:

- Execute structured preparation for negotiations.
- Understand how to deal with conflicts.
- Analyze of communication modes of counterparties while improving your own communication style.

Description of course methodology

In order to develop the negotiation style each day will unfold a particular set of tools (conceptual frameworks as well as strategic and tactical moves), using various teaching platforms such as presentation, negotiation games, simulations, video analysis, and case studies.

Course materials

Required textbooks and materials

Negotiating in a low-to-no trust environment; Moty Cristal.

Additional materials

Getting to Yes: Negotiating Agreement Without Giving In; Authors Fisher, Patton and Ury.

Academic integrity policy

Cheating, plagiarism, and any other violations of academic ethics at NES are not tolerated.