Prerequisite: Integrity, Honesty, Willingness to Learn, Take Risks

      ISBN# 0-14-015735-2
      ISBN# 978-0-14-303697-5

Course Purpose:
Problem Solving, Negotiation, and Conflict Resolution are all an integral part of success in today’s business environment. Students will learn to develop a strategy based on clear analysis of key stakeholders and their interests, and effective strategic implementation. Students will examine how to manage conflicts, evaluate opposing interests, and develop options for agreement. Critical thinking and clear communication will be emphasized throughout the course. The course is aimed at enabling students to become more effective as negotiators, team members and leaders.

Objectives:
- Enhance Oral and Written Communication Skills
- Increase Self Awareness and Control
- Improve Negotiation Outcomes
- Try new techniques outside of our comfort zone
- Improve teamwork
- Interpret Conflicts and Problems as Opportunities.

Ethics:
You should author your own work, give credit when quoting the work of others, and NEVER copy anything. Your thoughts and writing may be better than others. Test taking means NEVER seeking unauthorized assistance. Plagiarism and cheating is abhorred and will provide sufficient grounds for dismissal and failing the class.

Class participation:
Is based on the quality and quantity of your contribution to the class discussion. Each student must take responsibility for the success of the class. Consistent attendance is a critical part of class participation.

Attendance:
If you plan to miss class send me an email. Attendance will be taken each class.
**Course Methods**
This course is designed to improve negotiation skills through instruction, discussion, readings, reflective and analytical writing, case studies and repeated practice. The class will provide the opportunity for you to increase negotiating effectiveness through improved self-awareness, earned self-confidence and sharpened insightfulness and sensitivity to others. Students will participate in numerous negotiation simulations. We will debrief these activities during class. Class attendance is essential to participate in the negotiation simulations and other exercises. There are no make-ups of negotiation sessions.

During simulations it is expected each student will make every effort to play the role assigned to him/her with conviction and with character. Poor role playing can diminish the impact of the entire exercise, both for you and for the other participants. Take your assigned roles seriously.

**Use of Computers in the Classroom**
You are expected to bring your Mac or laptop to class. However, limit any computer use to course-related functions only. Non-course related computer use is distracting to others and disruptive to learning and is not permitted.

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**University Resources and Policies**

**Academic Resources**
- Library and Learning Commons ([http://www.seattleu.edu/learningcommons/](http://www.seattleu.edu/learningcommons/))
  (This includes: Learning Assistance Programs, Research [Library] Services, Writing Center, Math Lab)
- Academic Integrity Tutorial ([found on Angel and SU Online](https://www.seattleu.edu/registrar/academics/performance/))

**Academic Policies on Registrar website**
- Academic Integrity Policy
- Academic Grading Grievance Policy
- Professional Conduct Policy ([only for those professional programs to which it applies](https://www.seattleu.edu/registrar/academics/performance/))

**Notice for students concerning Disabilities**
If you have, or think you may have, a disability (including an ‘invisible disability’ such as a learning disability, a chronic health problem, or a mental health condition) that interferes with your performance as a student in this class, you are encouraged to arrange support services and/or accommodations through Disabilities Services staff located in Loyola 100, (206) 296-5740. Disability-based adjustments to course expectations can be arranged only through this process.

Title IX of the Education Amendments of 1972 (Title IX) prohibits discrimination based on sex in educational programs or activities that receive Federal financial assistance. This prohibition includes sexual misconduct, which encompasses sexual harassment and sexual violence. Seattle U remains committed to providing a safe and equitable learning, living, and working environment. Seattle U offers emergency, medical, and other support resources, as well as assistance with safety and support measures, to community members who have experienced or been impacted by sexual misconduct.

Seattle U requires all faculty and staff to notify the University’s Title IX Coordinator if they become aware of any incident of sexual misconduct experienced by a student.

For more information, please visit [https://www.seattleu.edu/equity/](https://www.seattleu.edu/equity/). If you have any questions or concerns, you may also directly contact the Title IX Coordinator in the Office of Institutional Equity ([email: oie@seattleu.edu](mailto:oie@seattleu.edu); phone: 206.296.2824)
Activity

<table>
<thead>
<tr>
<th>Assignment</th>
<th>Points</th>
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<tbody>
<tr>
<td>(1) In Class Quiz, (1) In Class Final</td>
<td>2 x 150pts = 300 pts.</td>
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<tr>
<td>Team Negotiation Research Presentation</td>
<td>100 pts.</td>
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<tr>
<td>Class Participation / Discussion</td>
<td>2x100 = 200 pts.</td>
</tr>
<tr>
<td>(6) Assignments - After Negotiation Reports</td>
<td>50 pts each = 300 pts.</td>
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<tr>
<td>Consulting Firm Negotiations</td>
<td>100 pts.</td>
</tr>
<tr>
<td><strong>Total Possible Points</strong></td>
<td>1,000 pts.</td>
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Activities Description

In Class Quiz and Final
There will be an in-class quiz and final which will cover the chapters in the texts and the lectures. These will be taken during class on Canvas.

Team Negotiation Research Presentation
Your team will present an analysis on a negotiation episode you find in a movie or through other research. All team members are expected to participate. The presentation should last at least 20 minutes plus Q&A.

Potential Agenda for Presentation
- Episode Description
  - Video or Link to Episode with Summary
  - Parties Involved
  - Interests of Each Party
- Types of Negotiation Approaches Utilized
- Negotiation Results
- Lessons Learned from Episode

Class Participation / Discussion
Attendance will have an impact upon your grade. Students are expected to undertake an active and enthusiastic participation in class negotiation simulations, debriefing discussions, and other activities. Be prepared to offer your assessment and opinion of the textbook readings. The business world expects you to participate. Plan to do so in this course.

Assignments - After Negotiation Reports
During class, after our negotiation de-brief discussion, you will submit an after-negotiation report through Canvas. The specific questions for each report will be included in Canvas.

Consulting Firm Negotiation
Your team will develop and present a sales pitch to a respective client (Professor Carl). After a Q&A period, you will negotiate a contract for your firm with the client. More detail will be provided on this assignment in class.
In order to earn a passing grade, you must satisfactorily complete ALL projects and assignments on time. Late papers will lose one half grade for each day it is late.