

SAMPLE COURSE OUTLINE

Course Code, Number, and Title:

BUSM 4820: Negotiation Skills

Course Format:

[Course format may vary by instructor. The typical course format would be:]

Lecture 4.0 h + Seminar 0.0 h + Lab. 0.0 h

Credits: 3

Transfer credit: For information, visit bctransferguide.ca

Course Description, Prerequisites, Corequisites:

Negotiation Skills explores the core concepts and theories of the psychology of bargaining and negotiation, the dynamics of interpersonal and inter-group conflict, and its resolution in the context of competitive situations. This course introduces students to a variety of negotiation processes and techniques used to achieve multiple business objectives. Using simulations and role-plays, students will apply their negotiation skills to a variety of business circumstances. Upon successful completion of the course, students will be able to negotiate and appraise situations that call for bargaining; comprehend the process and the various bargaining techniques; assess alternatives; and formulate negotiation plans. Students will demonstrate their ability to use negotiation techniques by conducting a successful negotiation where agreement has been reached amongst multiple parties.

NOTE: Students may receive credit for only one of BUSM 3220 and BUSM 4820. BUSM 3220 may not be used to satisfy the BUSM 4820 requirement.

Prerequisite(s): A minimum "C" grade in BUSM 4800.

Corequisites: None

Registration restricted to students enrolled in PDD-BA & PDD-MM program

Learning Outcomes:

Upon successful completion of this course, students will be able to:

- Apply bargaining principles to achieve successful negotiations
- Recognize and appraise situations that call for negotiation
- Describe the process of negotiating and differentiate between distributive and integrative situations
- Develop pre-negotiation plans and establish benchmarks
- Identify, analyse, and respond to common negotiation strategies and tactics
- Formulate an appropriate, effective strategy for most types of negotiations in a global context

snəwəyət̚ leləm̚ Langara College acknowledges that we are located on the unceded territory of the Musqueam people.

Instructor(s): TBA

Office: TBA Phone: 604 323 XXXX Email: TBA

Office Hours: TBA

Textbook and Course Materials:

[Textbook selection may vary by instructor. An example of texts and course materials for this course might be:]

Lewicki, Saunders and Minton. "Negotiation: Readings, Exercises, and Cases", 7th edition. Burr Ridge. McGraw Hill.

Fisher, Roger. "Getting to Yes". Penguin. 1991.

Note: This course may use an electronic (online) instructional resource that is located outside of Canada for mandatory graded class work. You may be required to enter personal information, such as your name and email address, to log in to this resource. This means that your personal information could be stored on servers located outside of Canada and may be accessed by U.S. authorities, subject to federal laws. Where possible, you may log in with an email pseudonym as long as you provide the pseudonym to me so I can identify you when reviewing your class work.

Assessments and Weighting:

Final Exam %

Other Assessments %

(An example of other assessments might be:) %

Assignments: 40%

Group project: 20%

Participation: 15%

Midterm Exam: 25%

Number of assignments: 4

Participation format: This course involves simulated negotiations with a significant amount of role playing

Number and type of writing assignments: Individual written assignments for individual negotiation scenarios and a group paper for the group negotiation

Proportion of individual and group work:

Individual work: 80%

Group work: 20%

This generic outline is for planning purposes only.

Grading System: Letter grade

Specific grading schemes will be detailed in each course section outline.

Passing grade: D

No final exam

Topics Covered:

[Topics covered may vary by instructor. An example of topics covered might be:]

- The Nature of Negotiation
- Strategy and Tactics of Distributive Bargaining
- Strategy and Tactics of Integrative Negotiation
- Negotiation: Planning and Strategy
- Perception, Cognition, and Emotion
- Communication Process and Outcomes
- Negotiation Power and Persuasion
- The Dynamic of Disputes and Third-Party Help
- Confronting the Dark Side: Deception and Ethical Dilemmas
- Multiparty and Team Negotiations
- Managing Difficult Negotiations
- International and Cross-Cultural Negotiation
- Best Practices in Negotiation

As a student at Langara, you are responsible for familiarizing yourself and complying with the following policies:

College Policies:

[E1003 - Student Code of Conduct](#)

[F1004 - Code of Academic Conduct](#)

[E2008 - Academic Standing - Academic Probation and Academic Suspension](#)

[E2006 - Appeal of Final Grade](#)

[F1002 - Concerns about Instruction](#)

[E2011 - Withdrawal from Courses](#)

Departmental/Course Policies:

This generic outline is for planning purposes only.