UNIVERSITY OF REGINA

BUS 301 Negotiation

Fall 2019
7:00 pm - 9:30 pm Thursday (Room ED 621)

Instructor: Dr. Chris Street
E-mail: UR Courses email
Office Hours: Feel free to make an appointment for a time that suits your schedule, or you can reach the instructor by email or telephone.

TEXTBOOK:
Essentials of Negotiation by Lewicki et al.
Additional resources are available on URCourses.

COURSE OBJECTIVE:
This course has one objective, to help you become a better negotiator. You can be at any current skill level from experienced to a first-timer and the objective doesn’t change. We will work together to do this by first learning and applying the major concepts and theories that you may find helpful in improving your own skills in negotiation. As a class we will practice our skills by negotiating with other students in different settings. We will develop the ability to analyze negotiation and conflict situations to gain comfort and confidence with the process and be able to mentor others in these skills.

COURSE DESCRIPTION:
Negotiation is the art and craft by which decisions are made, agreements are reached, and disputes resolved between two or more parties. The completion and implementation of a successful negotiation provides each party with an improved situation over one that would have occurred without negotiations. In this course, students actively engage in bargaining and resolving disputes in a variety of negotiation scenarios. We will learn by doing from the very first week.

WRITING RESOURCES:
The University of Regina's Writing Clinic provides consultation for students in all disciplines and at all year levels. For further information, contact the clinic at 585-4076 or Room 230, Dr. William Riddell Centre. You can also visit the clinic at http://www.uregina.ca/sdc. Links to other writing resources will be posted on our URCourses site. The quality of your written expression will affect your grades!
GRADING AND EXAMINATIONS:

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<tr>
<th>Assignment #1: Negotiation Exercise</th>
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<tr>
<td>Assignment #2: Negotiation Exercise</td>
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<tr>
<td>Peer Evaluation</td>
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<td>Midterm Exam</td>
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<td>Final Exam</td>
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Assignments are due by midnight on the due date and are handed in electronically through URCourses. Late assignments will not be accepted.

**Peer Evaluation:** Every negotiation has two outcomes, what you get at the end and what other people think of you after the deal is done (i.e. your reputation). Successful negotiators maximize both their result and their reputation. Reputations are part of your final grade. Your reputation is evaluated like a peer evaluation in other courses. The other students who negotiate with you and against you complete exit questionnaires scored on a 1-5 scale that assess how much they believe you treated them with respect and trust.

**CLASS EXPECTATIONS**

**Attendance**
Attendance is mandatory in this course. If you cannot be at all 12 classes, I will ask you to drop the course and provide the opportunity for someone on the waiting list to join. You are expected to be prepared for and participate in all negotiation exercises. This is crucial to the success of the class and to your and your classmates’ learning. If you are absent or not prepared, your partner (or negotiating group) will be disadvantaged that day and will not gain the same experience and learning of that negotiation.

**Cell Phones & other devices:** Please be respectful of the classroom and turn cellphones off at the start of class.

**Students with Disabilities**
Students with a verifiable need for accommodation please notify me in the first two weeks of class and register with the Coordinator of the Disability Resource Office at 585-4631. More information can be found in section 8.2.12 of the University of 2009-2010 Regina Undergraduate Calendar.

**Academic Misconduct**
Academic misconduct will not be tolerated and will be dealt with swiftly. Any student caught cheating on an exam will forfeit their exam which will be turned over to the Associate Dean, without exception.

Be familiar with University Regulation on Academic Misconduct, section 5.13.2 of the 2009-2010 University Calendar and the Faculty of Business Administration has included the following statement in the Undergraduate Calendar, section 11.5.4, copied below:

“Students enrolled in Business courses at the University of Regina are expected to adhere rigorously to principles of intellectual integrity. Plagiarism is a form of intellectual dishonesty in which another person's work is presented as one's own. Plagiarism or
cheating on examinations/assignments is a serious offence that may result in a zero grade on an assignment, a failing grade in a course, or expulsion from the University.

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<tr>
<th>Class</th>
<th>Class Schedule</th>
<th>Topic</th>
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| 1     | Thursday, Sept. 5 | Introduction and course information  
What is negotiation?  
Exercise: Babysitter |
| 2     | Thursday, Sept. 12 | Read Chapter 1  
NEGOTIATION 1  
Cargo Van |
| 3     | Thursday, Sept. 19 | Read Ch 2 - Strategy and Tactics of Distributive Bargaining  
NEGOTIATION 2  
Carrot Case |
| 4     | Thursday, Sept. 26 | Read Ch 3 - Strategy and Tactics of Integrative Negotiation  
NEGOTIATION 3  
Commodity Purchase |
| 5     | Thursday, Oct. 3 | Read Ch 4 - Negotiation Planning and Strategy  
NEGOTIATION 4  
TBA |
| 6     | Thursday, Oct. 10 | Lecture - Principles of Negotiation  
NEGOTIATION 5  
The Player |
| 7     | Thursday, Oct. 17 | MIDTERM EXAM |
| 8     | Thursday, Oct. 24 | Read Ch 6 - Perception, Cognition, and Emotion  
NEGOTIATION 7  
Salary Negotiation |
| 9     | Thursday, Oct. 31 | NEGOTIATION 6  
Group Negotiation Exercise for 20 Marks |
| 10    | Thursday, Nov. 14 | Read Ch 8 - Communication Processes and Outcomes  
NEGOTIATION 7  
City-Fire-Police contract negotiation |
| 11    | Thursday, Nov. 21 | Read Ch 9 - The Dynamics of Disputes and Third-Party Help  
NEGOTIATION 8  
Western Credit Union |
| 12    | Thursday, Nov. 28 | Read Ch 10 - Confronting the Dark Side: Deception and Ethical Dilemmas  
Assigned Reading: "When is it legal to lie in negotiations" & "Negotiating with liars"  
NEGOTIATION 9  
Alliances |
| 13    | Thursday, Dec. 5 | NEGOTIATION 11  
Group Negotiation Exercise for 20 Marks |

See URCourses for additional assigned readings and classroom questions.