

MGMT 6004 Negotiation Strategies

Executive Summary

Course:	MGMT 6004 Negotiation Strategies
Credits:	2 credits
Prerequisites:	MBA Student

Description

The purpose of this course is to understand the theory and process of negotiation in a variety of settings. This course is designed to be relevant to the broad spectrum of negotiation problems that are faced by managers and professionals.

This course is designed to complement the technical and diagnostic skills taught in other courses at the Carlson School. A basic premise of this course is that while a manager needs analytical skills to discover optimal solutions to problems, a broad array of negotiation skills are needed to get these solutions accepted and implemented. This course will allow participants the opportunity to develop these skills experientially and to understand negotiation in useful analytic frameworks. As such, emphasis is placed on simulations, role-playing and cases.

Objectives

To gain a broad understanding of the central concepts in negotiation.

To develop confidence in negotiation as an effective means for resolving conflicts in organizations. This objective is accomplished by providing you with extensive negotiation experience, which includes learning how to evaluate the advantages and drawbacks of alternative actions.

To improve your ability to analyze the behavior and motives of individuals, groups, and organizations in settings that have both competitive and cooperative elements.

Learning Outcomes

Students will learn how to improve their negotiation skills. They will learn how to plan for a negotiation, excel in both distributive and integrative aspects of a negotiation, how to maximize joint gain in a negotiation, and how to assess their strengths and weaknesses as a negotiator to make future improvements. Specific topics include fundamentals in decision-making, distributive negotiations, integrative negotiations, inter-group negotiations, intra-group negotiations, coalition formation, third party negotiations and an introduction to international negotiations.