

SYLLABUS
PART I
EDISON COMMUNITY COLLEGE
MGT 219S NEGOTIATED DECISION MAKING
3 CREDIT HOURS

COURSE DESCRIPTION

In-depth study of the psychology and techniques of negotiations in a variety of situations. Through the use of exercises and cases, professional resolution of opposing positions is reached using a "win-win" model.

COURSE GOALS

The student will:

1. Describe the nature of the negotiation process.
2. Apply negotiation planning techniques to practical situations.
3. Apply new strategies and tactics in bargaining.
4. Demonstrate the key elements of the negotiation process.
5. Justify the use of "power" in the negotiation process.
6. Recognize the ethical aspects of the negotiation process.

CORE VALUES

The Core Values are a set of principles which guide in creating educational programs and environments at Edison. They include communication, ethics, critical thinking, human diversity, inquiry/respect for learning, and interpersonal skills/teamwork. The goals, objectives, and activities in this course will introduce/reinforce these Core Values whenever appropriate.

TOPIC OUTLINE

1. Nature of Negotiations
2. Planning and Preparation for Negotiations
3. Strategy and Tactics of Bargaining
4. Key Elements in the Bargaining Process
5. Communications and Persuasion Process
6. Social Structure of Negotiations
7. Role of Power
8. Role of Negotiator's Personality
9. Tactics of Conflict Resolution
10. Ethics in Negotiations