Summary
The course presents the process of negotiation, two principle strategies and the tactics involved in successfully enacting them. It will also show how cultural differences impact the process of negotiation and what strategies to expect from different cultural groups.

Content
Defining negotiation and the process
Frames, goals and strategies
How to plan a negotiation
Employing strategies and tactics
The impact of cultural difference on the process of negotiation
Mid-term role-play and report
The role of trust in negotiations
Weekly role-play exercises and simulations
Learning journal and self-reflection paper
Final exam

Keywords
Negotiation, skills, interactive

Learning Outcomes
By the end of the course, the student must be able to:
• Describe the two principle strategies of negotiation (integrative and distributive)
• Discuss the major differences between the two strategies and when it is appropriate to use one or the other
• Perform both integrative and distributive negotiations
• Assess / Evaluate the negotiation skills of self and counter parts
• Explain how cultural differences impact the process of negotiation and the style of negotiation employed
• Demonstrate the ability to enact a strategy and the attending tactics that are appropriate to a role-play scenario
• Critique the performance of colleagues enacting a negotiation for appropriateness of the strategy, tactics and cultural approach.

Transversal skills
• Communicate effectively, being understood, including across different languages and cultures.
• Give feedback (critique) in an appropriate fashion.
• Take feedback (critique) and respond in an appropriate manner.
• Access and evaluate appropriate sources of information.

Teaching methods
Interactive lecture, role-play, simulation, group-work,

Expected student activities
Attendance at class sessions, reading assigned chapters and articles, preparation of and participation in role-play activities, giving feedback to counter-parts, writing reports in small groups

Assessment methods
Continuous assessment combining:
20% class participation
20% mid-term enactment reflection paper
30% performance improvement journal entries and final reflection paper
30% final enactment and report

Supervision
Office hours Yes
Assistants Yes
Forum No

Resources
Bibliography
Books:
Optional Resources:

Articles:

Ressources en bibliothèque
• Essentials of Negotiation / Lewicki
• Negotiation: readings exercises and cases / Lewicki
The Global Negotiator / Salacluse
Negotiating life: Secrets for Everyday Diplomacy and Deal Making / Salacluse
Difficult Conversations: How to Discuss What Matters Most / Stone
Rational Strategies for Creating Integrative Agreements / Bazerman
Opening and Making Concessions / Shell
The Hidden Challenge of Cross-border Negotiations / Sebenius

Moodle Link
http://moodle.epfl.ch/course/view.php?id=3311

Videos
https://www.youtube.com/watch?v=pjIpgJ1wBdM