Summary
The course presents the process of negotiation, two principle strategies and the tactics involved in successfully enacting them. It will also build both cultural and self awareness skills and how they impact the process of negotiation.

Content
Defining negotiation and the process
Frames, goals and strategies
How to plan a negotiation
Employing strategies and tactics
The impact of self awareness and 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, self-awareness, leadership

Learning Outcomes
By the end of the course, the student must be able to:
• Learn the basics of the negotiation process and negotiation theory
• Distinguish between two distinct approaches to negotiating and to understand the key elements of and tactics associated with each.
• Appreciate how to develop and improve your negotiating skills through role-play and simulation exercises.
• Gain self-awareness of your natural negotiating style and to practice behaviors that enhance your competency in both your stronger and weaker style.
• Recognize how culture impacts the negotiation process and to explore the different strategies and tactics that one can encounter when negotiating across cultures.
• Provide constructive feedback to your peers to build their negotiations skill set.
• Understand and experiment the four essential skill sets for courageous leadership in negotiation.
• Learn and apply the skills required to say in tough negotiation conversations.

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 / Salacuse
• Opening and Making Concessions / Shell
• Difficult Conversations: How to Discuss What Matters Most / Stone
• Rational Strategies for Creating Integrative Agreements / Bazerman
• Negotiating life: Secrets for Everyday Diplomacy and Deal Making / Salacuse

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

Videos
• https://www.youtube.com/watch?v=pjIPgJ1wBdM