

Lecture

Source Material

- **Getting to yes (ISBN 0-09-924842-5)**

Supplementary Material

- **Negotiating an accord without giving in (News letters at Harvard Law School 2003)**
- **Fundamental Elements of the Negotiation Process (Mediation Center and Conflict Resolution, Ithaca, New York Nov, 2004)**

Educational Resources

** In United State over 90% of all lawsuits filed are resolved without a trial. If you and your adversary can arrive at a fair resolution without going to trial, you can save yourself time and money. By showing you how to prove and disprove legal claims or disagreement, this note can help you arrive at a fair resolution of your dispute using settlement procedures.

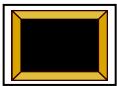
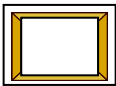





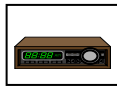
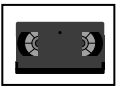
** Essential analysis of global arbitration decision

** There are also many alternatives to court cases that are gaining in popularity. If you become involved in one or more of them, you can still use this ways to understand and prepare your arguments with your dispute.

Tutorial / laboratory / Workshop (Delete as required)

READING MATERIAL	
Code*	Description
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* TB : Text Book	RB: Reference Book LN: Lecture Notes
	ST: Standards / Codes

SUPPLEMENTARY MATERIAL	
Code*	Description
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*PR: Periodical // SW: Software // VT: Video Tape // OS: Overhead Slide // MD: Model //	AC: Audio Cassette

EDUCATIONAL RESOURCES								
								
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LECTURE SCHEDULE			
Lecture			Description
#	Week	Hrs	
1	1	2	** Negotiation is the art of science of creating agreements between two or more parties.
2	2	2	** The Problem, DO NOT BARGAIN OVER POSITIONS
3	3	2	** Cont. The Problem, DO NOT BARGAIN OVER POSITIONS.
4	4	2	** Developing and sharpen negotiating skills.
5	5	2	** The actions and tactics in negotiation.
6	6	2	** Planning for successful negotiation.
7	7	2	** Mid team exam
8	8	2	** Cases on BATNA (1)
9	9	2	** Cases on BATNA (2)
10	10	2	** Cases on BATNA (3)
11	11	2	** Cases of the contract and non-trial situations.
12	12	2	** 12 Week Exam (Quizzes)
13	13	2	** Fairness and Negotiation and Power
14	14	2	** Dealing with people and Practical Questions.
15	15	2	** Review all the sessions
16	16	2	** Final Exam.
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TEXT BOOKS	
Code*	Description
.....	GETTING TO YES, By Roger Fisher & William Ury (ISBN 0-09-924842-5)

REFERENCE BOOKS	
Code*	Description
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TUTORIAL SCHEDULE	
Tutorial	

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COMPUTER USAGE	
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GRADING AND ASSESSMENT METHOD										
Week #	Points	Written	Oral	Term Paper	Continuous	Thesis				
7	30	10	10	10						
12	20	20								
1-15	10	10								
16	40	40								

Prepared by :

Approved by :

Designation

Designation

Name **Dr. MOHAMED ABDALLA BADR**

Name

Sign

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Date **October 2007**

Date

COURSE FILE SUMMARY

COURSE INFORMATION

College / Institute / Centre	Faculty of Management & Technology	Department	Marketing and international Business
Programmer Title	English	Programme Code	N / A
Course Title	Negotiation skills	Course Code	EX413
# Hours	2 Lecture	2 Lab / Tutorial	3 Credit
Pre Requisites : W 601 (Business Law)			

COURSE AIM

Negotiation is an aspect of successful livelihood business. The most ancient way to settle a dispute is negotiation, in which you sit down with your adversary and try to resolve your differences. Whether or not your case goes to trial, you will almost certainly find yourself negotiating some or all of the issues that are important to you.

Against this background, it does not normally make sense to interpret your adversary's offer to "talk settlement" as a sign of weakness. Nor should you be reluctant to be the one to suggest a negotiated settlement. In fact, judges, arbitrators and mediators routinely urge adversaries to explore settlement even if previous attempts have failed. It is a wise person who never closes the door to a reasonable settlement.

- Five steps in negotiation (Planning, Share your objective, express areas of disagreement or conflict, change during the meeting and agreement.)
- Negotiating strategies (Fait accompli strategy, Standard practice strategy, Deadline strategy, Decoy strategy, Faking withdrawal strategy, Good guy/bad guy strategy, Limited authority strategy and Salami strategy.)

COURSE OBJECTIVES

Students should develop a systematic and insightful approach to negotiation. **First**, they should acquire the conceptual skills necessary for becoming a sophisticated analyst of negotiation situations. **Second**, you should gain valuable experience from the negotiation exercises. They will experience many different roles, and they should learn a great deal about themselves from repeated exposure to negotiation situations. **Third**, Student should gain an understanding of the psychological processes underlying the judgment of negotiators, and should be able to use the psychological biases people have to produce better results for themselves. The bottom line is that you should come out of this course as an analytically and intuitively well-informed negotiator.

The course will build cumulatively from (seemingly) simple negotiations to those of greater complexity. We will have some analytical exercises to isolate and emphasize specific analytic points and essential skills. Cases and readings should help you to integrate the analysis and to develop intuition about related and possibly more personally relevant situations.

STAFF REQUIREMENTS

	Qualifications	Special Skills	Number

Lectures	PhD, Mediation Laws skill JD Laws Syracuse, New York	Arbitration, Mediation Negotiation & Contract	1
Tutorials	MBA, in Business Administration BS.c, in Business Administration		2
Laboratories / Workshops	N/A		

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