



SESSION PLAN

***Lecture / Tutorial / Laboratory / Workshop**

(* DELETE AS APPROPRIATE)

COURSE PARTICULARS	
#: EX413	Title: NEGOTIATIONS AND CONTRACTING SKILLS

SESSION PARTICULARS		
#: 1	Title: negotiation is the art of science of creating agreements between two or more parties	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
...1....	Practice on the meaning of negotiation. Not a dictionary definition because this comes from the practice of negotiation, not the theory

Prepared by :
Designation
Name Dr.mohamed bader
Sign
Date

Approved by :
Designation
Name
Sign
Date



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COURSE PARTICULARS	
#: EX413	Title: NEGOTIATIONS AND CONTRACTING SKILLS

SESSION PARTICULARS		
#: 2	Title: the problem , do not bargain over positions	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
1	Discuss and apply theories developed as guides to improving negotiations
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SESSION PARTICULARS		
#: 3	Title: cont. the problem , do not bargain over positions	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
1	<p>Discuss & Arguing over position endangers an ongoing relationship.</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>

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COURSE PARTICULARS	
#: EX413	Title: NEGOTIATIONS AND CONTRACTING SKILLS

SESSION PARTICULARS		
#: 4	Title: Developing and sharpen negotiation skills	Hrs: 2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
1	participating in realistic negotiating simulations.
2	The negotiation itself is a careful exploration of your position and the other person’s position, with the goal of finding a mutually acceptable compromise that gives you both as much of what you want as possible.
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COURSE PARTICULARS	
#: EX413	Title: NEGOTIATIONS AND CONTRACTING SKILLS

SESSION PARTICULARS			
#: 5	Title: The actions and tactics in negotiation	Hrs:	2

LEARNING OUTCOMES / ABILITIES GAINED*	
#	Outcome Description
1	Application on :
2	A number of cases is presented, in which we will make actual choices about actions and tactics within the negotiation – choices with actual consequences.
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College/Institute/Centre : Management & Technology
Department of : Marketing & International Business

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COURSE PARTICULARS

#:	EX413	Title:	NEGOTIATIONS AND CONTRACTING SKILLS
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SESSION PARTICULARS

#:	9	Title:	cases on BATNA (2)	Hrs:	2
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COURSE PARTICULARS

#:	EX413	Title:	NEGOTIATIONS AND CONTRACTING SKILLS
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SESSION PARTICULARS

#:	15...	Title:	review all the sessions	Hrs:	2
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LEARNING OUTCOMES / ABILITIES GAINED*

#	Outcome Description
.....	Revision that covers all the sessions
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COURSE PARTICULARS

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#: EX413

Title: NEGOTIATIONS AND CONTRACTING SKILLS

SESSION PARTICULARS

#: 16

Title: final exam

Hrs:

2

LEARNING OUTCOMES / ABILITIES GAINED*

#	Outcome Description
1	Final exam
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