

**Jacek Jakubczak, MSc**

Department of Management

Institute of Management

Faculty of Economics

Maria Curie-Skłodowska University in Lublin

Syllabus of the course

## **Negotiations**

### **A. General information**

Course title	Negotiations
Subject area	Management
Type of studies	Full time Bachelor/Master studies
Course ID	
Erasmus code	
Source unit (the one that the course is offered by)	Faculty of Economics, Institute of Management, Department of Management
Target unit (the one that the course is offered for)	Faculty of Economics
Type of course	General
Course description	There are two main objectives of the course. First is to provide information on most important topics regarding types of negotiations, different styles and strategies that can be used in negotiations, coalition building, reaching agreement, negotiating disputes and dealing with cultural differences in negotiations. Second objective is to develop useful life skills of negotiations by using aforementioned knowledge in practical negotiation exercises.
Educational outcomes	Knowledge: <ol style="list-style-type: none"><li>1. about different negotiation types</li><li>2. about different styles of negotiations and different negotiation strategies</li><li>3. about cultural differences in negotiation and how to overcome them</li></ol> Skills: <ol style="list-style-type: none"><li>1. practical negotiation skills</li><li>2. to prepare for negotiations and anticipate partners behaviour</li></ol>

	<p>3. to conclude negotiations with lasting agreement</p> <p>Attitudes:</p> <ol style="list-style-type: none"> <li>1. confidence in presenting and defending own interest</li> <li>2. ability to better understand partner needs</li> </ol>
Language of instruction	English
Course coordinator	
Additional remarks	

### B. Detailed information

Academic year	2018/2019
Semester	Summer
Number of hours in semester	15
Name of the academic teacher	Jacek Jakubczak, MSc
Level of the class	intermediate
A list of topics	<p>Topics:</p> <ol style="list-style-type: none"> <li>1. Introduction to negotiations.</li> <li>2. Two party distributive negotiations.</li> <li>3. Two party integrative negotiations.</li> <li>4. Critical skills for negotiator.</li> <li>5. Negotiating disputes.</li> <li>6. Multiple parties negotiations.</li> <li>7. Cross-cultural negotiations.</li> </ol>
Educational outcomes	<p>Knowledge:</p> <ol style="list-style-type: none"> <li>1. about different negotiation types</li> <li>2. about different styles of negotiations and different negotiation strategies</li> <li>3. about cultural differences in negotiation and how to overcome them</li> </ol> <p>Skills:</p> <ol style="list-style-type: none"> <li>1. practical negotiation skills</li> <li>2. to prepare for negotiations and anticipate partners behaviour</li> <li>3. to conclude negotiations with lasting agreement</li> </ol>

	<p>Attitudes:</p> <ol style="list-style-type: none"> <li>1. confidence in presenting and defending own interest</li> <li>2. ability to better understand partner needs</li> <li>3. open thinking and creativeness in developing new solutions</li> </ol>
Form of the class	Lecture / Exercise: negotiations
Learning activities and teaching methods	Informative lecture, presentation, negotiations in practice
Type of assessment	credit (getting a pass expressed as a digit)
Assessment methods and criteria for this course	Attendance, activity during class and exercises, oral exam
Reading list	<ol style="list-style-type: none"> <li>1. R. J. Lewicki, B. Barry and D. M. Saunders, <i>Negotiation</i>, New York: McGraw-Hill, 2014.</li> <li>2. R. Fisher, W. L. Ury and B. Patton, <i>Getting to Yes: Negotiating Agreement Without Giving In</i>, Penguin, 2011.</li> <li>3. L. Thompson, <i>The Mind and Heart of the Negotiator</i>, Pearson Education, 2014.</li> </ol>
Additional remarks	