

BUSINESS NEGOTIATION (商务谈判)

A. TEXTBOOK

Lewicki, Roy J., Barry, Bruce, Saunders, David M., Minton, John, W. 2003. *Negotiation, Fourth Edition*, Boston: Irwin McGraw Hill.

B. COURSE OUTLINES

<u>Topic</u>	<u>Readings</u>
1 Introduction	
2 The Nature of Negotiation	Chapter 1
3 Framing, Strategizing, and Planning	Chapter 2
4 Distributive Bargaining	Chapter 3 Exercise: Pumberton's Dilemma
5 Integrative Negotiation	Chapter 4 Exercise: The Used Car
6 Perception, Cognition and Communication	Chapter 5 Exercise: Salary Negotiation
7 Negotiation Leverages	Chapter 6 Exercise: the Connecticut Valley School
8 Ethics in Negotiation	Chapter 7 Exercise: Collecting NOs
9 The Social Context	Chapter 8 Exercise: The New House negotiation
10 Individual differences	Chapter 10

C. COURSE OBJECTIVES

The objectives of the course are:

1. To identify and analyze theories, models and processes of negotiation
2. To link negotiation theories, models and processes with business and organizational behavior.

3. To exercise various negotiation techniques.
4. To practice teams decision making, group presentations, and writing and conversational skills.

D. METHODS

The methods of teaching and learning used in this course are:

1. Traditional means of readings, lectures, and class discussions.
2. Exercising and practicing of negotiation skills.

E. ASSIGNMENTS

The students' assignments are:

1. **Readings** - Students are expected to complete all readings before the class for which they are assigned.
2. **Participation** - Students are expected to attend all classes and to be prepared to actively participate. Class participation is an ingredient of the final grade.
3. **Exam** - there is one final exam. The purpose of the exams is to ensure that the text is read and understood.

F. ACADEMIC INTEGRITY

Academic dishonesty is unacceptable and will not be tolerated. Cheating, forgery, plagiarism and collusion in dishonest acts undermine the program's educational mission and the students' personal and intellectual growth. USST students are expected to bear individual responsibility for their work and to uphold the ideal of academic integrity. Any student who attempts to compromise or devalue the academic process will be sanctioned.