

**MGT324/624**  
**SUMMER 2018 INTERSESSION**  
**NEGOTIATION STRATEGIES**

Tentative 10.3.17

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### **Faculty Abbreviated Biography**

**Dr. Terri A. Scandura** is Professor of Management with tenure at the University of Miami, Coral Gables, Florida. From 2007 to 2012, she served as the Dean of the Graduate School at the University of Miami. Dr. Scandura's fields of interest include leadership, mentorship, and teams. She has authored numerous articles and book chapters, published in the Journal of Applied Psychology, Industrial Relations, the Academy of Management Journal, the Journal of Management, the Journal of International Business Studies, the Journal of Organizational Behavior, The Leadership Quarterly, the Journal of Vocational Behavior and others. She has been an editor of three major journals in management and international business. Dr. Scandura has been a visiting scholar in the United States, Japan, the United Kingdom, Australia, Hong Kong, China and the United Arab Emirates. She has taught Organizational Behavior, Leadership, Teams, and Negotiation. She is a member of the American Psychological Association (APA), the Society of Organizational Behavior and the Academy of Management and has been elected a fellow in the Society for Industrial & Organizational Psychology and the Southern Management Association. Dr. Scandura has consulted and delivered Executive Education Programs to a number of organizations, including United Distillers, American Bankers Insurance Group, Barnett Bank, Burger King, Mercedes Benz, Johnson & Johnson, Miami Children's Hospital, Sarasota Memorial Hospital, Lower Keys Medical Center, Jackson Memorial Hospital, Palm Beach Health Centers, Royal Caribbean, VISA, the Young Presidents Organization and Hewlett-Packard. Her book, *Essentials of Organizational Behavior: An Evidence-Based Approach* is published by SAGE Publications.

### **Course Objectives**

This course is a skills-based approach to learning the art and science of negotiation. Negotiation is a core management competency; these skills are necessary for leaders in business, non-profits, small businesses and other organizations. This course will cover preparation, and negotiation skills such as establishing trust and relationship-building. Additional topics covered include power, persuasion, creativity and problem-solving, ethics and cross-cultural negotiation. Skills and self-insight will be acquired through self-assessment, role-play negotiation exercises and a course paper.

Specific course objectives:

- Learn how to prepare for a negotiation situation
- Learn the difference between distributive and win-win negotiation
- Improve your negotiation skills through assessment and role-play
- Become more aware of non-verbal cues and cross-cultural differences
- Become a more effective negotiator in business and personal situations

### Required Texts

Thompson, L. L. 2015. *The mind and the heart of the negotiator*, Sixth edition. Upper Saddle River, NJ: Prentice-Hall.

Course Pack. Negotiation exercises from the Kellogg Dispute Resolution Research Center at Northwestern University. *Do not show your Course Pack to your negotiating partner.* Instructions will be emailed regarding how to order your coursepack.

Class notes and other resources for this course are available on the course web site at [www.courses.miami.edu](http://www.courses.miami.edu).

### Payoff Matrix

Student grades in this course are determined on the basis of 400 points distributed as follows:

Quiz 1	50 points
Quiz 2	50 points
Homework and Preparation Worksheets	100 points
Exercise Course Paper (with partner)	100 points
Class Contribution and Involvement	<u>100 points</u>
Total	400 points

### Explanation of Course Components

A. Quizzes. The two quizzes are not cumulative and will consist of short answer essay questions based on readings, lectures, and videos, exercises and case material. Make-up quizzes will not be given unless the student has a documented serious illness or other extreme personal circumstances, and must be arranged prior to the quiz date. (100 points: 2 Quizzes @ 50 points each)

B. Homework and Preparation Worksheets. Four homework assessments will be collected (10 points each=40 points). For each negotiation, preparation worksheets completed prior to the negotiation will be collected (10 points each= 60 points) (100 points). Homework and worksheets are due on the dates indicated on the syllabus. Note: Late homework assignments and worksheets will not be accepted.

C. Exercise Course Paper (minimum: 8 pages). This paper is to be developed and written with your negotiating partner. Write an analysis of what you learned *together* about negotiation from the exercises done in class and your application of the course material to them. You should specifically refer all of the negotiation exercises. In your paper, address the following questions:

- Who controlled the negotiation and how did they do it?
- What were the critical factors that affected the negotiation situation and outcomes and what can you say about these factors in general?
- How did the negotiation context differ from other exercises, and what new factors did this context highlight?
- What was the performance impact (i.e., who came out better in the negotiation and why)?
- What did you learn about the behavior of others?
- What did you learn about bargaining and conflict from this situation?
- What would you do the same or differently in the future, or how would you like to behave in order to perform more effectively? (100 points)

Refer to material from the text, lecture, notes, and videos to analyze your processes and performance. I recommend that you take notes after each exercise to facilitate writing this paper. The course paper is due on the date indicated on the attached syllabus.

*Note: It is best not to miss any classes. However, if you (or your negotiation partner) miss class, you will have to complete the exercise outside of class or you will not be able to complete the paper.*

D. Class Involvement/Participation. It is logical that without attending class, you cannot participate. However, just showing up is not enough! You are expected to take part in class discussions and negotiation exercises. In addition, you are expected to contribute to the course papers. Don't let your negotiation partner down! Remember: If you are absent; they cannot participate. The highest participation grades are reserved for those students who make consistent and excellent contributions to the class and to their negotiation partners. The quality and quantity of participation is the professor's judgment and this is not negotiable.

The following scale is a general guideline on participation points.

75 – 100 points	(highest level) You participate in every class discussion, ask questions about the reading material, relate course to practical work experience and share with the class each time. You are loved and adored by your negotiation partner.
51 – 75 points	(moderate level) You participate in some class discussions, ask questions, relate course to practical work experience and share with the class a few times. You are a solid citizen in your negotiation team.
25 – 50 points	(average level) You participate once or ask a question. You miss one class. You are and limited contributor to your negotiation team because your partner can't participate when you are not there.
0 – 24 points	(low level) You don't speak in class at all. You miss two or more classes. Your negotiation partner brings your attendance and/or lack of participation in exercises to my attention and your lack of participation affects your partner's ability to learn.

Final Grades. Final grades will be determined according to the following scale (points earned out of 400 possible points):

A+	388-400	C	292-307
A	372-387	C-	280-291
A-	360-371	D+	268-279
B+	348-359	D	252-267
B	332-347	D-	240-251
B-	320-331	F+	228-239
C+	308-319	F	227 AND BELOW

**Note:** There are now mandatory school-wide grades bands for all courses. Thus, the grade you earn in the course will be determined by, not only your level of achievement, but also the distribution of class member scores (i.e., your rank relative to others).

Students have two weeks after the posting of final course grades to appeal any portion of the grade or the final grade. Requests must first be made in writing (email is fine) prior to meeting to discuss the grade.

### **School of Business Administration Course Policies:**

#### **Class Attendance:**

Each student is required to attend every class and attendance will be part of the grade. I will excuse absences only in cases of documented serious illness, religious observance, civic obligation or participation in an activity approved by the Academic Deans Policy Council. If you need to miss class for religious observance or a civic obligation, please inform the instructor at least one week in advance. Any other reasonable absences such as absences for work related travel/job interviews, or family emergency may be excused at the discretion of the faculty upon receiving supporting documentation. It is the student's responsibility to contact the instructor within one week after any unanticipated absence. I will not schedule any examination or other graded class event on a major religious holiday.

#### **Arriving Late, Leaving Early, Coming & Going:**

Classes start on time and students must arrive to class on time and stay to the end of the class period. Students may enter class late or leave early only if given permission by the instructor and only if they can do so without disrupting the class.

#### **Use of Laptops:**

Use of a laptop or Tablet PC is permitted only if (1) it is used for class function such as taking notes or following lecture notes, (2) the use does not distract the student from paying attention to class content, and (3) the use does not distract other students in class. Activities such as checking messages and browsing the internet are expressly prohibited.

#### **Makeup Policy:**

Makeup examinations, papers, homework assignments will not be given except in the most unusual or serious circumstances, and then only for documented severe illness, extreme personal difficulties (e.g. a death in the immediate family), civil obligation, or religious observance. Any makeup exams/homework assignments/projects will be arranged at a time convenient for the student and the instructor.

**Statement on Academic Dishonesty:**

I reserve the right to discipline persons for academic dishonesty in conformity with the general rules of the School and the University, including lowering grades or failing affected persons on exams, cases, or the course as a whole.

Please note, in particular, that no scrap paper is to be used during examinations, except that furnished by me; persons engaged in suspicious practices during an examination (in my opinion) may have their exams terminated and rescheduled at a later date. Finally, upon completion of an examination, all test materials are to be returned to me; failure to return all exam materials will result in a mandatory failing grade for the entire exam. Students should be familiar with the Graduate Student Honor Code. Please visit [http://www6.miami.edu/dean-students/pdf/graduate\\_honorcode.pdf](http://www6.miami.edu/dean-students/pdf/graduate_honorcode.pdf) to view the PDF document.

DATE/TIME	TOPICS	READINGS*, EXERCISES**, HOMEWORK***
5.14.18	Course Introduction	Chapter 1 Homework: Biographical Statement
5.15.18	Negotiation Preparation	Chapter 2 Exercise: Biopharm-Seltek (worksheet due) Homework: Strategies for Conflict Resolution
5.16.18	Distributive Negotiation	Chapter 3 Exercise: Texoil (worksheet due)
5.17.18	Integrative Negotiation	Chapter 4 Exercise: Coffee Contract (worksheet due)
5.18.18	<b>QUIZ 1</b> Negotiating Style	Chapter 5 Homework: Negotiation Style Assessment
5.21.18	Trust and Relationship Building	Chapter 6 Exercise: Salary Negotiation (worksheet due) Homework: How Trustful Are You?
5.22.18	Power, Gender, Ethics	Chapter 7 Exercise: Where's Alvin? (worksheet due) Homework: Dependency Situation Questionnaire
5.23.18	Creativity, Problem Solving	Chapter 8
5.24.18	Cross-Cultural Negotiation	Chapter 10 Exercise: Mexico Venture (worksheet due)
5.25.18	<b>QUIZ 2</b>	Course Papers Due

\*Readings: Chapters from *The Mind and the Heart of the Negotiator* text.

\*\*Exercises: In Course Pack.

\*\*\*Homework Assessments & Worksheets posted on Blackboard in Assignments/Assessments folder.

## APPENDIX

### Learning objectives covered in this course

Objective	Description	Coverage (P/S/Blank)	Change from last Year? (Yes/No)
Objective 1	Understanding of general business concepts, theories and strategies	P	N
Objective 2	Ability to integrate concepts across the curriculum		N
Objective 3	Strong sense of social responsibility for making ethical business decisions	S	N
Objective 4	Solve business problems with appropriate analytic methods and tools	S	N
Objective 5	Possess a strong global perspective	S	N
Objective 6	Demonstrates effective leadership skills		N
Objective 7	Effective written communication	S	N
Objective 8	Effective oral communication	S	N
Objective 9	Ability to work in teams		N
Objective 10	Critical thinking	S	N

**(P) indicates primary coverage. (S) indicates secondary coverage.**