### DESCRIPTION

This course considers the theory and processes of negotiation and conflict resolution in various settings. It attempts to provide an analytical understanding of negotiation and conflict resolution including strategy and tactics, as well as the development of skills necessary for the implementation of this knowledge.

This course provides a set of generic negotiation and dispute resolution skills that are universally applicable in a wide range of negotiating situations, contexts, and interpersonal conflicts.

### OBJECTIVES

**Learning Outcomes:**

By the end of the course, students should have a sound knowledge of the theoretical and conceptual underpinnings of negotiation and be able to:

1. Understand, apply and critically evaluate the conceptual and theoretical background to negotiation.
2. Understand, apply and critically evaluate the main strategies and tactics appropriate for different negotiation contexts.
3. Prepare and participate in both simple and complex negotiations.
4. Analyze and evaluate the process and outcomes of negotiation.
5. Understand and apply ethical conduct to negotiation situations.

### COURSE LOAD

This is an interactive, dynamic course that seeks to develop negotiation skills on the basis of a sound knowledge of conceptual material. Therefore, attendance and participation on a weekly basis is important and compulsory. There are two forms of preparation required for this course, assigned readings, and preparation for roleplays.

### EVALUATION

- Participation: 20%
- Negotiation assignment: 30%
- Synthesis Papers: 50%

### REQUIRED TEXTS