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<tr>
<th><strong>COURSE CODE:</strong> ECS2103</th>
<th><strong>COURSE TITLE:</strong> Negotiation</th>
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<td><strong>CREDITS:</strong> 3cr.</td>
<td><strong>SESSION:</strong> Fall 2015</td>
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<td><strong>PROFESSOR(S):</strong> William Cornet</td>
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**DESCRIPTION**
To achieve inherent ethical requirements in the process of conflict resolution, the founding concepts of dispute resolution and negotiation will be used. In this course we will examine the different approaches, components and strategies of negotiation. We will pay particular attention to the negotiation strategy based on mutual gains or negotiation based on interests. The course aims to provide a theoretical framework and the development of skills in situations of negotiation or conflict resolution. The theoretical and practical aspects of the course can be applied in many contexts, at the interpersonal level, communities, businesses, governments, between nations. We will discuss the mediation to make the comparison with the negotiations.

**OBJECTIVES**
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.

**WORKLOAD**
- Portfolio; Role Plays; Class Presentation; Synthesis Papers (8 to 10 pages).

**ASSESSMENT**
1) Class Participation: 10%
2) Portfolio 10% due next class every week
3) Role plays 20%
4) Class Presentation 20%
5) Synthesis Papers: 40%

**MANDATORY READINGS**

**OTHER READINGS**
Please familiarize yourself with the Academic Regulations:

Please read this information on intellectual integrity (with resources regarding plagiarism and other forms of fraud): http://ustpaul.ca/en/registrar-s-services-academic-fraud_1408_783.htm

For examples of plagiarism see: http://www.uottawa.ca/plagiarism.pdf

Revision of marks:
Please see the appropriate section in the academic regulations (8.10 Revision of Grades and Appeals)

Students must complete all assignments during the allocated time as per the schedule provided in this course outline, and in accordance with the final exam date. Failure to complete any of the in-class assignments will result in a mark of zero being awarded. Failure to complete either the mid-term or final exam will similarly result in a zero mark.

Learning support
Students who require accommodations or academic support because of a physical or learning disability, or any condition that affects their ability to learn, are invited to register with ACCESS SERVICE:
In person: University Centre 339
Telephone: 613-562-5976
TTY: 613-562-5214
E-mail: adapt@uottawa.ca
Web: http://www.sass.uottawa.ca/access/

Students can then meet with an Access Service specialist to identify their individual needs and to discuss appropriate interventions.

IMPORTANT Deadlines for requesting accommodations for:

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<th>Quiz, tests,</th>
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<tr>
<td>mid-terms,</td>
<td>FALL SESSIONS: November</td>
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<td>15th</td>
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<td>7 day rule</td>
<td>WINTER SESSIONS: March</td>
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<td>SPRING/SUMMER SESSIONS: 7</td>
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http://www.sass.uottawa.ca/access/students/adapted-exam-procedures.php

Student Success Centre (SSC)

The Student Success Centre (SSC) is your best resource for all your academic needs. Our counsellors and student-mentors provide you with the tools and strategies to ensure that you are successful in achieving your academic, professional and personal
Student Mentors
A team of student-mentors is available to support you as you get acquainted with research methods at the university level. The team will share with you, through workshops, study groups or one-on-one meetings, tips, guidance and resources to help you acquire the know-how for a positive university experience.

Academic Writing Help Centre
Writing advisors will offer you assistance in organizing, presenting and correcting your papers and avoid plagiarism. These sessions will be offered through one-on-one meetings.

Workshops on achieving academic success
Workshops especially designed to address questions and concerns such as stress management, budgeting, time management, and your exam preparation are offered. Please see our student-mentors.

The Student Success Centre (SSC) is located in rooms 40 and 42 Guigues Hall. Telephone number: (613) 236-1393, extension 2640, e-mail: redaction-writing@ustpaul.ca