

<b>Course number</b>		U-LAS51 10020 SE48					
<b>Course title (and course title in English)</b>		Negotiation-E3 Negotiation-E3		<b>Instructor's name, job title, and department of affiliation</b>		Graduate School of Management Professor, WILLIAM BABER	
<b>Group</b>	Career Development		<b>Field(Classification)</b>		International Communication		
<b>Language of instruction</b>	English		<b>Old group</b>		<b>Number of credits</b>	2	
<b>Number of weekly time blocks</b>	1	<b>Class style</b>	Seminar (Face-to-face course)		<b>Year/semesters</b>	2024 • First semester	
<b>Days and periods</b>	Tue.4		<b>Target year</b>	2nd year students or above		<b>Eligible students</b>	For all majors
<b>[Overview and purpose of the course]</b>							
<p>Tools and practical experience for conducting negotiations from pre-planning to agreement, so-called Harvard Method or Mutual Gains Negotiation. The course is conducted entirely in English and requires strong speaking and listening skills. The focus is generally on business, however the skills are applicable to other kinds of negotiation, such as politics.</p> <p>Practices may include remote negotiations with students in overseas universities.</p>							
<b>[Course objectives]</b>							
Students will understand basic concepts such as alternative, zone of agreement, reserve points, planning, creating new value, problem solving, satisfaction, relationship building, and the overall process of negotiation.							
<b>[Course schedule and contents]</b>							
Lecture 1: Basic negotiation skills 1 Lecture 2: Basic negotiation skills 2 Lecture 3: Basic negotiation skills 3 Lecture 4-13: Case practices and skills Lecture 14: Overview							
<b>[Course requirements]</b>							
None							
<b>[Evaluation methods and policy]</b>							
Ongoing evaluation of skills in class including verbal and written assignments.							
<b>[Textbooks]</b>							
Baber, Chen 『Practical Business Negotiation』 ( Routledge ) ISBN:9781138781481							
<b>[Study outside of class (preparation and review)]</b>							
Readings from the textbook may be assigned for preparation before class. Additional materials (cases) will be given to students for preparation before a practice negotiation.							
<b>[Other information (office hours, etc.)]</b>							
Office hours: Monday and Friday afternoons by appointment							