

科目ナンバリング		U-LAS51 10020 SE48							
授業科目名 <英訳>	Negotiation-E3 Negotiation-E3			担当者所属 職名・氏名	経営管理大学院 教授 WILLIAM BABER				
群	キャリア形成科目群		分野(分類)	国際コミュニケーション		使用言語	英語		
旧群		単位数	2単位	週コマ数	1コマ	授業形態	演習(対面授業科目)		
開講年度・ 開講期	2026・後期		曜時限	水4		配当学年	2回生以上	対象学生	全学向
<b>【授業の概要・目的】</b>									
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. Practices may include remote negotiations with students in overseas universities.									
<b>【到達目標】</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>【授業計画と内容】</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 Number 15: Feedback session "Total : 14 classes, 1 Feedback session"									
<b>【履修要件】</b>									
特になし									
<b>【成績評価の方法・観点】</b>									
Ongoing evaluation of skills in class including verbal and written assignments. About 20% of the points will be scored in quizzes. About 20% of the points will be scored in reflective writing assignments. About 50% of points will be scored in assignments such as submitted agreements and planning documents. About 10% of points will be scored for active participation in simulations and classroom discussions.									
<b>【教科書】</b>									
Baber, Chen 『Practical Business Negotiation』 (Routledge) ISBN:9780367421731									
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## Negotiation-E3(2)

### [授業外学修（予習・復習）等]

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. students are expected to read and prepare in advance.

Some activities may occur outside of classes (evening or weekend); specific information will be found in the class materials.

### [その他（オフィスアワー等）]

Office hours: Monday and Friday afternoons by appointment

### [主要授業科目（学部・学科名）]