

Course Name/Code	: Negotiaton Theory and Practice
Instructor	: Asst. Prof. Mehmet A. Ugur
Telephone (internal)	: 5660
E-mail	: mehmetali.ugur@yalova.edu.tr
Webpage	:
Office Hours	: Monday, Wednesday 14.00 – 16.00

Aim of The Course

This advanced course of international relations program intends to teach students that negotiation is a rather simple and functional method for settling peacefully (compared to legal options such as arbitration and adjudication). The course introduces certain basic concepts such as BATNA, Prisoner's Dilemma, principled negotiation, objective criteria, game models, mutual gains approach and many other negotiation concepts. The course module puts students in many mock negotiation settings so that they could get rid of positional bargaining strategies and find a way of 'expanding the pie' by linking the interests of the sides. The course combines simple daily dilemmas of ordinary people with those of diplomats who have lots to lose if they give in.

Course Outcomes

Upon completion of this course, the student should:

1. Understand the relationship between certain simple concepts of negotiation theory
2. Have a sense of their 'Best Alternative to a Negotiated Agreement' and know how to manage it
3. Develop an understanding about positional bargaining and principled negotiation
4. Be familiar with concepts like 'prisoner's dilemma' and 'mutual gains approach'
5. Have an understanding about certain 'sticky points' in negotiation such as power gap and gender gap
6. Can understand linkages and and pie-expanding strategies
7. Avoid being distracted from the problem by focusing on the personalities
8. Create a multi-level relationship between himself and the representative agency
9. Use gender factor and culture gap as a lever rather than an obstacle in negotiation
10. Know how to avoid power trap by creating a long-term relationship

Method

This course mainly consists of both lectures from the professor and simulations. Each class session will begin with the professor's presentation about the topic. Then, the students will take part in a 30 minute negotiation simulation. Later on, the results will be evaluated on the statistical data. The students will have a chance to revisit their performance in applying the principles they have just learned. The students will be asked to bring in a short memo on the simulation focusing on their performance (positively or negatively). The memos will get either a check+, a check, or a check-. The cumulative value will be added

on the final grade of the student. By this method, the students will have a change to ease the burden of midterm and final as they will have already been guaranteed some points before taking the exams.

Textbooks

1. Roger Fisher and William Ury. *Getting to Yes: Negotiating Agreement Without Giving In*, (Penguin Books, 1998).
2. William Breslin and Jeffrey Rubin. *Negotiation theory and Practice*, (PON Books of Harvard Law School, 1999).
3. Kremenjuk, V.A. *International Negotiation: Analysis, Approaches, Issues*. San Francisco, CA: Jossey-Bass, 2002).

Attendance Procedure

Punctuality and regular attendance in classes is of prime importance for successful completion of this course, just as the same punctuality and attendance is important in the business world. Students will be expected to arrive for class on time and to remain in class until the end of the class session unless he/she is excused by the professor before the class begins.

Even though the minimum attendance is 70%, in practice, any missed class will make a significant impact on the final grade as the student is expected to turn in the short memo for the previous week. Student should keep in mind that half of the course load is practice, which is like a lab work that you cannot miss.

Note: If you miss a class, it is your responsibility to e-mail your instructor, visit your instructor's office to find out what was covered in class and to find out your assignments for the following class. You also need to state how you will make up the missed work. If no contact is made, late assignments will not be accepted.

Course Changes:

The course syllabus provides a general plan for the course. The professor reserves the right to make periodic changes to the syllabus, including: assignments, case studies, time table, examinations, etc., in order to accommodate the needs of the class as a whole and fulfill the goals of the course.

Content of The Course

Period	Unit	Topic	Material	Assignment	Assesment
Session 1	Introduction	Where to Locate Negotiation	Revisiting the IL context		
Session 2	Why Do We Have It?	History and Theory of Negotiation	Kremenjuk Chapter 1	pp. 5-21	
Session 3	Mistaken Assumptions About Negotiation	Conflict and Negotiation: 'Enlightened Interest	Breslin Section I	pp. 3-12	

Session 4	Avoiding Prisoner's Dilemma	How to Avoid the Dilemma	Breslin	pp. 47-57 Oil Pricing Game 97-107	
Session 5	Knowing Your BATNA and ZOPA	Knowing Your Alternatives	Fisher Breslin	pp. 97-107 pp. 97-113 Parker-Gibson Game	
Session 6	Not Enough Power?	Even Lesser Powers Can Manage	Breslin	pp. 115-140 Small Power Game	
Session 7	Expanding the Pie	Linkages	Breslin	pp. 56-80 Sally Soprano Game	
Session 8	MIDTERM				
Session 9	Interests Positions Principles	Be principled and be able to say 'sorry'	Fisher	p. 40-56	
Session 10	Pre-negotiation Phase	Whose draft counts?	Breslin	pp. 181-187	
Session 11	Role of Gender and Culture	Negotiating in Strange Places 'Her' Place	Breslin	pp. 233-277	
Session 12	Post-Negotiation	Follow up and Renegotiation	Breslin	pp. 323-340	
Session 13	Negotiation and Agency	Bringing all factors together	Breslin	pp. 81-87	
Session 14	Evaluation	Negotiation or Legalization?	Prospects		

Evaluation Methods and Tools

Examinations will cover material presented in class as well as the selected chapters from the textbooks. Unless announced otherwise, there will be a midterm examination and a final.

In addition to midterm and final exams, the professor may ask 'bonus' questions during the classes in order to raise student attention and reduce exam stress. Some students will be given presentations for 10 extra points toward their final grades.

The course will heavily depend on class simulations and results from them. Almost each week there will be a one-hour simulation and the outcomes will shape the discussions. Weak attendance will not only reduce the statistical strength of in-class simulations but also lower the final grades as the students will not have a chance to complete short memos that are expected to be based on the simulations.

A summary of the grading follows:

Midterm: 40% -Final Exam: 60% (Students making presentations will get 10 extra points).

Assignments

Assignments are given to only a few students who are eager to receive higher grades. So, it will be competitive. Assignments, to be completed as short presentations, should not contain errors in spelling, punctuation, style, etc. Dictionaries, spellcheckers, and other methods of checking and proofreading are encouraged. Incorrect assignments may be returned to be rewritten. Most assignments submitted must be keyboarded. Due dates of assignments will be announced in advance.

Class Participation and Homework

Students are encouraged to ask questions to clarify understanding and to discuss and debate the theories, principles, and concepts from the text, case studies, and lectures. Students will be expected to participate in classes and will be called upon on a regular basis.

Academic Dishonesty:

Academic dishonesty will NOT be tolerated. Any student found to be involved in any verifiable incident of academic dishonesty (copying, cheating, plagiarizing, etc.) will receive a grade of “F” for the class.