SISP 1512

The Art of Negotiation

Course Description

This course is designed to help you improve your negotiation skills. The focus of this class will be on how people actually negotiate in the real world and what you can do to become a better negotiator. You negotiate almost daily, perhaps without even realizing it. Negotiating over the cost of a product is an obvious example, but how about deciding what movie to see with friends or how to divide the workload of a student project? Even romance typically involves negotiations. Business people negotiate every day across countless situations, whether it is negotiating your first salary, getting team members to agree on how to do a project, working with suppliers and distributors, or clarifying work duties with your boss or employees.

In this class you will learn how to negotiate by actually negotiating in different situations. The first hour each class will involve an experiential negotiation where you will engage in a real negotiation with another student or team of students. The second hour we will post the results on the board and discuss the negotiation exercise. This is a very experiential course so your participation is vital, both in the role-playing and the discussion afterwards.

Topics

1. Fundamentals of Bargaining
2. Win-win negotiations
3. Negotiating your starting salary
4. Coalitions

Grading Scheme

- **Neg. Guide (10%)**: Single page personalized summary of the course concepts that you most want to remember for future negotiations.
- **Neg. Quizzes (10%):** There will be a short quiz before several of the negotiation exercises.
- **Participation Discussion (25%):** This portion of your participation grade will assess your willingness to participate in class exercises and the quality of your participation in the discussion about the exercise.
- **Attendance (25%):** Attendance is vital and you must attend each exercise. If you miss more than one exercise it will begin to affect your attendance grade.
- **Exam (30%):** The exam will consist of approximately 20-25 objective questions and 2 short answer questions or a small case analysis.

[Topics and grading schemes are subject to change as deemed appropriate. Students will receive information and guidelines in class on how they will be assessed for the course.]

Attendance Requirement

Class attendance is expected and required. The minimum attendance required is 70%.

Instructor

Prof. Stephen NASON

Professor Nason has taught at The Hong Kong University of Science and Technology since 1995. He is a faculty member in the Department of Management and the Director of WBB, the World Bachelor in Business Program (HKUST). Professor Nason has taught in a wide range UG and post graduate programs at HKUST, including the full time, part time, executive, and company specific MBA programs. He has received official "letters of commendation for excellent teaching" from the dean for each semester that he has taught at HKUST and his teaching evaluations are consistently in the top 10% of the University. Professor Nason has worked with a variety of organizations, including Samsung Electronics, Cisco, Motorola, and the Health Care Forum.