

**The John Glenn School of Public Affairs
The Ohio State University
PUBAFRS 6890 Special Topics Negotiation
Autumn Semester 2014
DRAFT**

Instructor: Maggie Lewis
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Class Hours: Tuesdays, 5:45-7:30 p.m.
Office Hours –Before class or by appointment

Course Goals and Objectives

The goal of this course is to explore the major concepts and theories of the psychology of bargaining and negotiation and to improve students' negotiation skills. More specifically, the course objectives are to provide students with:

- An improved awareness and understanding of her/his individual negotiation style;
- An understanding of the core strategic approaches to negotiation and the management of differences;
- An understanding of how to negotiate with multiple parties and with the assistance of a third party;
- Enhanced self-confidence with respect to individual negotiation skills.

Format

Class will meet once a week during the first half of the semester. Class time is devoted to lectures, class discussions and role plays /exercises.

Textbooks

Essentials of Negotiation, Roy Lewicki, David M Saunders and Bruce Berry, Fifth Edition (preferred) McGraw Hill

Getting to Yes: Negotiating Agreement Without Giving In, Roger Fisher, William Ury and Bruce Patton

Handouts

The role play and simulation activities require handouts which will be distributed in class. Students are responsible to obtain all materials due to any class absence.

Attendance

Attendance in class is expected. Absence is likely to cause an inconvenience and loss of opportunity to both the absent student and to classmates.

Student Work Requirements

1. Class Preparation and participation-This course requires that students come prepared to class. Active participation is critical to learning and in class exercises and activities depend upon each student being well-prepared. The class participation segment of the grade will be based on class attendance and the quality of your preparation and contributions. There are two forms of preparation, reading and assignments: Reading has been assigned for each class. Students will be responsible for all reading assignments.
Assignments are the role plays, questionnaires and assessments that must be completed for class or between classes.
2. Graded Negotiation and Accompanying Paper-There will be one graded negotiation in the course. Students will be evaluated on the basis of their performance in the role play and the paper they submit o that role play.
3. Final Paper- This paper will require you conduct a live negotiation outside of class. Guidance for this paper will be provided in class.

Summary of Graded Components

	Points
Class Participation	30
Assigned Negotiation and Paper	30
Final Negotiation and Paper	40

Grading Scale

100-95	A
94-90	A-
89-86	B+
85-83	B
82-80	B-
79-76	C+
75-73	C
72-70	C-

OSU Policies

Disability

Every effort will be made to provide each student with a meaningful learning opportunity. If there are obstacles which prevent you from learning effectively, please schedule an appointment with the instructor so we can address this issue(s). Any student who feels that s/he needs an accommodation based on the impact of a disability should contact the instructor and/or The Office for Disability Services. This office is located in 150 Pomerene Hall, 1760 Neil Avenue. Telephone 292-3307, TDD 292-0901, <http://www.ods.ohio-state.edu/>

Academic Misconduct

The Ohio State University's [Code of Student Conduct](#), Section 3335-23-04 defines academic misconduct as: "Any activity that tends to compromise the academic integrity of the University, or subvert the educational process." Examples of academic misconduct include (but are not limited to) plagiarism, collusion (unauthorized collaboration), copying the work of another student, and possession of unauthorized materials during an examination. Ignorance of the University's [Code of Student Conduct](#) is never considered an "excuse" for academic misconduct.

The Ohio State University and the Committee on Academic Misconduct (COAM) expect that all students have read and understand the University's [Code of Student Conduct](#), and that all students will complete all academic and scholarly assignments with fairness and honesty. Failure to follow the rules and guidelines established in the University's Code of Student Conduct may constitute "Academic Misconduct." Sanctions for the misconduct could include a failing grade in this course and suspension or dismissal from the University. For more information, please reference: <http://oaa.osu.edu/coamfaqs.html#academicmisconductstatement>

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Course Outline

DATE	TOPIC	PREPARATION
Sept. 2	Introduction to Negotiation Styles Planning for Negotiation	EON Chapters 1 and 4
Sept. 9	Distributive Negotiation	EON Chapter 2
Sept. 16	Integrative Negotiation	EON Chapter 3 Read GTY (All)
Sept. 25	Public Issues Negotiation Multi-Party Negotiation	EON Chapter 10 Graded Negotiation Due
Sept. 30	Multi-Party Negotiation	
October 7	Assisted Negotiation and Third Parties	EON Chapter 9 (skim) and additional reading TBA
October 14	Power and Ethics in Negotiation	EON Chapters 6 and 7