

CET509 Negotiation Strategies

Level: 5

Credit Units: 2.5 Credit Units

Language: ENGLISH

Presentation Pattern: EVERY JAN

Synopsis:

CET509 Negotiation Strategies is a two-day course that provides learners with the basic theoretical foundation to understand and analyse negotiations. Within the span of the course, learners will get to reflect on their own preferred negotiation style, practise their negotiation skills in a safe environment, reflect and receive feedback. The course emphasises cutting-edge ideas and practices each step of the way. At the end of the course, learners will walk away with new perspectives and techniques that can be immediately applied in their everyday work and life.

Topics:

- Preparing for Negotiations
- Claiming and Creating Value in Negotiations
- Influence Tactics in Negotiations
- Role of Emotions in Negotiations
- Cross-Cultural Negotiations
- Electronic/Virtual Negotiations

Textbooks:

Case Study: Deep Space Loran Nordgren & Cynthia Wang Dispute Resolution Research Center
ISBN-13: DRCCDEEPSA_DS-5X

DRCC Exercise: Atalanta - Atalanta Owner Dispute Resolution Research Center Dispute Resolution
Research Center
ISBN-13: DRCCATALANATO

DRCC Exercise: Coffee Contract - S version: F&B Director Dispute Resolution Research Center
Dispute Resolution Research Center
ISBN-13: DRCCCOFFESF&B

DRCC Exercise: Coffee Contract - S version: VP of Sales Dispute Resolution Research Center Dispute
Resolution Research Center
ISBN-13: DRCCCOFFESVPS

DRCC Exercise: Coffee Contract - V version: F&B Director Dispute Resolution Research Center
Dispute Resolution Research Center
ISBN-13: DRCCCOFFEF&B

DRCC Exercise: Coffee Contract - V version: VP of Sales Dispute Resolution Research Center
Dispute Resolution Research Center
ISBN-13: DRCCCOFFEWVPS

Getting to Yes: Negotiating Agreement Without Giving In 2011 Roger Fisher, William L. Ury, Bruce Patton Penguin Books
ISBN-13: 9780143118756

DRCC Exercise: Atalanta - Atalanta SoundSpeed Fulfillment Officer Dispute Resolution Research Center Dispute Resolution Research Center
ISBN-13: DRCCATALANSFO

Negotiation (Harvard Business Essentials) 2023 Harvard Business Review Harvard Business Review Press
ISBN-13: 9781422131718

Learning Outcome:

- Examine Central Concepts in Negotiation
- Analyse the Structure of Negotiation
- Evaluate the Self as a Negotiator
- Plan for an Effective Negotiation Process
- Design a Toolkit of Useful Negotiation Skills, Strategies and Approaches

Assessment Strategies - Regular Semester (Evening Class):

Components	Description	Weightage Allocation (%)
Overall Continuous Assessment	TUTOR-MARKED ASSIGNMENT 1	50
Overall Examinable Components	ECA	50
Total		100

*The information listed is subject to review and change.