



COURSE OUTLINE

A Great Place to Learn.

PROGRAMME: MBA/Msc- Edinburgh Business School
DURATION: 5:30 pm to 8:30 pm
DAY(S): Wednesdays
MODE: Part-Time
COMPONENT: Business Negotiation
LECTURER: Hannah H Mohammed
CAMPUS: Hybrid

Contract Hours: 36
Actual Hours: 36

Lecture Number	Lecture Day & Date	Time	Hrs	Cum Hrs	Lecture Topic (s)	No/ Type of Session	Important Concepts/ Ideas to know	Expected Reading	Other Matters	Questions	Items Due For Next Class
1	Wed	13-Aug-2025	5:30-8:30pm	3.0	3.0	What is Negotiation?	1 / Lt	F2F session - Course Resources, Exam Structure, 10 Decision making techniques, Modes of Communication (Description, Prescription and Prediction)			Read Module 1
2	Wed	20-Aug-2025	5:30-8:30pm	3.0	6.0	Distributive Bargaining	1 / Lt/EP	Diagram of the Buyer/Seller Dilemma and Key Terms; Entry, Exit, Settlement Price, Approach to questions			Read Module 2
3	Wed	27-Aug-2025	5:30-8:30pm	3.0	9.0	Integrative Bargaining: Preparation	1 / Lt/EP	Negotek Preparation Planner, Interests, Issues, Positions, BATNA			Read Module 3
4	Wed	3-Sep-2025	5:30-8:30pm	3.0	12.0	Integrative Bargaining: Debate	1 / Lt/EP	Destructive and Constructive Debate			Read Module 4
5	Wed	10-Sep-2025	5:30-8:30pm	3.0	15.0	Integrative Bargaining: Propose	1 / Lt	Proposal Language, Condition, Offer, Effective Proposal Statement			Read Module 5
6	Wed	17-Sep-2025	5:30-8:30pm	3.0	18.0	Integrative Bargaining: Bargain	1 / EP	Effective Bargain Statement, Types of Bargains			Read Module 6
	Wed	24-Sep-2025	5:30-8:30pm	0.0	18.0			NO CLASS- REPUBLIC DAY HOLIDAY			
7	Wed	1-Oct-2025	5:30-8:30pm	3.0	21.0	Past Paper Questions	1 / EP	F2F session- Revision of topics			August 2023-Qu.1, April 2024-Essay 2, March 2021-Qu.1
8	Wed	8-Oct-2025	5:30-8:30pm	3.0	24.0	Styles of Negotiation	1 / Lt	F2F session- Negotiators Dilemma, Prisoner's Dilemma, The Card Game, Red, Blue & Purple Style			Dec 2023-Essay 2, April 2022-Section II Essay 1
9	Wed	15-Oct-2025	5:30-8:30pm	3.0	27.0	Rational Bargaining 1	1 / Lt	Rationality & Irrationality, 6 Decision Making biases, Principled Negotiation			Read Module 8
10	Wed	22-Oct-2025	5:30-8:30pm	3.0	30.0	Rational Bargaining 2	1 / Lt	Mediation, John Nash's Utility theory, Optimal Solution			Complete Module 8
11	Wed	29-Oct-2025	5:30-8:30pm	3.0	33.0	Streetwise Negotiation	1 / Lt	Power & categories of Ploys in Negotiation			Read Module 9
12	Wed	5-Nov-2025	5:30-8:30pm	3.0	36.0	Culture and Gender Biases in Negotiation and Final Review	1 / Lt/EP	Cultural Universalism and Cultural Relativism, Hofstede and Trompenaars research on culture, Gender pay gap, Gender biases			Read Module 10

Key / Legend

Lt = Lecture T=Tutorial Lb = Lab EP = Exam Prep

Lecturer Signature

Course Administrator Signature

Date Submitted

Date received

Last Notes: SBCE reserves the right to make changes to the information contained herein. Any changes effected to the information contained herein will be made known to all students concerned via class announcement. It is thus the responsibility of the student to attend all classes and to keep abreast of matters should they be absent from any class session. Students are advised and encouraged to contact their fellow classmates for updates where class sessions have been missed.
Date syllabus last modified: Jan 3, 2012

Unit Manager Signature

Quality Assurance Manager Signature

Executive Director Signature

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