

Corporate Education Centre-EBS



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: Online

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	14-Jan-2026	5:30-8:30pm	3.0	3.0	What is Negotiation?	1 / Lt	F2F session - Course Resources, Exam Structure, 10 Decision making techniques				Read Module 1
2	Wed	21-Jan-2026	5:30-8:30pm	3.0	6.0	Distributive Bargaining	1 / Lt/EP	F2F session- Diagram of the Buyer/Seller Dilemma and Key Terms; Entry, Exit, Settlement Price, Approach to questions				Read Module 2
3	Wed	28-Jan-2026	5:30-8:30pm	3.0	9.0	Integrative Bargaining: Preparation	1 / Lt/EP	F2F session- Negotek Preparation Planner, Interests, Issues, Positions, BATNA				Read Module 3
4	Wed	4-Feb-2026	5:30-8:30pm	3.0	12.0	Integrative Bargaining: Debate	1 / Lt/EP	Destructive and Constructive Debate				Read Module 4
5	Wed	11-Feb-2026	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	18-Feb-2026	5:30-8:30pm	3.0	18.0	Integrative Bargaining: Bargain	1 / EP	Effective Bargain Statement, Types of Bargains				Read Module 6
7	Wed	25-Feb-2026	5:30-8:30pm	3.0	21.0	Past Paper Questions	1 / EP	Revision of topics				
8	Wed	4-Mar-2026	5:30-8:30pm	3.0	24.0	Styles of Negotiation	1 / Lt	Negotiators Dilemma, Prisoner's Dilemma, The Card Game, Red, Blue & Purple Style				Read Module 7
	Wed	11-Mar-2026	5:30-8:30pm	0.0	24.0			NO CLASS				
	Wed	18-Mar-2026	5:30-8:30pm	0.0	24.0			NO CLASS				
9	Wed	25-Mar-2026	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	1-Apr-2026	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	8-Apr-2026	5:30-8:30pm	3.0	33.0	Streetwise Negotiation	1 / Lt	Power & categories of Ploys in Negotiation				Read Module 9
12	Wed	15-Apr-2026	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: SBCS 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 _____

Date received _____

Date received _____

Date received _____