

CORPORATE EDUCATION AND TRAINING CENTRE (CETC)

COURSE OUTLINE



PROGRAMME: MBA/MSc
DURATION: January to May 2027
DAY(S): Wednesdays
MODE: Hybrid
TIME: 5:30 pm to 8:30 pm
COMPONENT: Business Negotiation
LECTURER: Hannah H Mohammed
CAMPUS: Champs Fleurs

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-Jan-2027	5:30-8:30pm	3.0	3.0	What is Negotiation?	1 / Lt	Course Resources, Exam Structure, 10 Decision making techniques				Read Module 1
2	Wed	20-Jan-2027	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-Jan-2027	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	3-Feb-2027	5:30-8:30pm	3.0	12.0	Integrative Bargaining: Debate	1 / Lt/EP	F2F session- Destructive and Constructive Debate				Read Module 4
5	Wed	10-Feb-2027	5:30-8:30pm	3.0	15.0	Integrative Bargaining: Propose	1 / Lt	F2F session- Proposal Language, Condition, Offer, Effective Proposal Statement				Read Module 5
6	Wed	17-Feb-2027	5:30-8:30pm	3.0	18.0	Integrative Bargaining: Bargain	1 / EP	Effective Bargain Statement, Types of Bargains				Read Module 6
7	Wed	24-Feb-2027	5:30-8:30pm	3.0	21.0	Past Paper Questions	1 / EP	Revision of topics				
8	Wed	3-Mar-2027	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	10-Mar-2027		0.0	24.0			NO CLASS- PUBLIC HOLIDAY				
9	Wed	17-Mar-2027	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	24-Mar-2027	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	31-Mar-2027	5:30-8:30pm	3.0	33.0	Streetwise Negotiation	1 / Lt	Power & categories of Plays in Negotiation				Read Module 9
12	Wed	7-Apr-2027	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: SBGS 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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