

Corporate Education Centre-EBS

COURSE OUTLINE



A Great Place to Learn.

PROGRAMME: MBA-Heriot Watt University
DURATION: 5:30 pm to 8:30 pm
DAY(S): Tuesday
MODE: Part-Time

Contract Hours: 42
Actual Hours: 42

COMPONENT: Negotiation
LECTURER: Hannah H Mohammed
CAMPUS: San Fernando

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	Tue	10-Jan-2017	5:30-8:30pm	3.0	3.0	What is Negotiation?	1 / Lt	Decision making techniques, Description, Prescription and Prediction	Module 1	Exam Structure		
2	Tue	17-Jan-2017	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	Module 2	Approach to questions	<u>June 2015- Essay 3-DM</u>	
3	Tue	24-Jan-2017	5:30-8:30pm	3.0	9.0	Preparation for Negotiation	1 / Lt	Negotek Preparation Planner, Interests, Issues, Positions	Module 3		<u>Dec 2012-Essay 3-Distributive Bargaining</u> <u>Dec 2013 Case Study-Troy</u>	
4	Tue	31-Jan-2017	5:30-8:30pm	3.0	12.0	Debate in Negotiation	1 / Lt	Destructive and Constructive Debate	Module 4		<u>Dec 2011-Essay 3-Interests, Issues & Positions</u>	
5	Fri	3-Feb-2017	5:30-8:30pm	3.0	15.0	Past Paper Questions	1 / Lt/EP	<u>Dec 2012-Case Study-The Magic Carpet</u>			<u>June 2015 Essay 1-Distributive Bargaining</u>	
6	Tue	7-Feb-2017	5:30-8:30pm	3.0	18.0	A proposal is not a Bargain	1 / Lt	Proposal Language, Condition, Offer, Effective Proposal Statement	Module 5			
7	Tue	14-Feb-2017	5:30-8:30pm	3.0	21.0	Bargaining for an Agreement	1 / Lt	Effective Bargain Statement, Types of Bargains	Module 6		<u>Dec 2014-Essay 1-Signals</u>	
8	Tue	21-Feb-2017	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	Module 7			
	Tue	28-Feb-2017	5:30-8:30pm	0.0	24.0	NO CLASS		CARNIVAL TUESDAY				
9	Tue	7-Mar-2017	5:30-8:30pm	3.0	27.0	Rational Bargaining 1	1 / Lt	Rationality & Irrationality, 6 Decision Making biases	Module 8			
10	Tue	14-Mar-2017	5:30-8:30pm	3.0	30.0	Rational Bargaining 2	1 / Lt	Principled Negotiation, BATNA	Module 8		<u>June 2013- Essay 3-Prisoner's Dilemma</u>	
11	Tue	21-Mar-2017	5:30-8:30pm	3.0	33.0	Streetwise Manipulation	1 / Lt	Power & 3 categories of Ploys in Negotiation	Module 9		<u>June 2012- Case Study-Quality Cuisine</u>	
12	Tue	28-Mar-2017	5:30-8:30pm	3.0	36.0	Personality and Power in Negotiation	1 / Lt	Personality styles, Rubin & Brown, Gottchalk	Module 10		<u>June 2014-Essay-PN</u> <u>June 2015- Case Study-Boxed Set</u>	
13	Tue	4-Apr-2017	5:30-8:30pm	3.0	39.0	Culture and Negotiation	1 / Lt	Cultural Universalism and Cultural Relativism, Hofstede and Trompenaars	Module 11		<u>Dec 2015- Case Study-Big It Up</u>	
14	Tue	11-Apr-2017	5:30-8:30pm	3.0	42.0	Final Review	1 / Lt	Recap of all topics and review of past paper topics				

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

Date received

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