

Course Description					
Name	Code	Semester	T+A Hour	Credit	ECTS
NEGOTIATION MANAGEMENT and PROBLEM SOLVING	BUS4113646	Fall Semester	3+0	3	5
Prerequisites Courses					
Recommended Elective Courses	-				
Language of Instruction	English				
Course Level	First Cycle (Bachelor's Degree)				
Course Type	Elective				
Course Coordinator	Assoc.Prof. Nurten POLAT DEDE				
Name of Lecturer(s)	Assoc.Prof. Nurten POLAT DEDE				
Assistant(s)					
Aim	The course provides thorough and professional look into business oriented negotiations. It teaches the theory of negotiation and the skills necessary to become an effective negotiator.				
Course Content	This course contains; The Nature of Negotiation,Strategy and Tactics of Distributive Bargaining,Strategy and Tactics of Integrative Negotiation ,Negotiation: Strategy and Planning ,Ethics in Negotiation ,Perception, Cognition, and Emotion ,Best Practices in Negotiations /Case Study ,Negotiation and Communication ,Negotiation and Power ,Relationships in Negotiation,Multiple Parties, Groups, and Teams in Negotiation ,International and Cross-Cultural Negotiation,Best Practices in Negotiations ,Review session and recommendations.				
Course Learning Outcomes			Teaching Methods	Assessment Methods	
1. The student will be able to define basic concepts related with conflict and conflict management.			10, 16, 9	A	
1.1. The student defines conflict and conflict types in organizations.					
1.2. The student explains the reasons that cause conflicts in businesses.					
1.3. The student defines the effects of functional and nonfunctional conflicts in businesses.					
1.4. The student defines conflict resolution strategies.					
2. The student will be able to define basic concepts related with the negotiations and negotiation management.			10, 16, 9	A	
2.1. The student defines negotiation and negotiation types.					
2.2. The student explains the basic dynamics of competitive (win-lose) bargaining.					
2.3. The student explains the basic dynamics of integrative (win-win) negotiation.					
2.4. The student describes the fundamental prework that negotiators must do to get ready for a negotiation.					
2.5. The student explains the ethical standards and criteria that surround negotiation.					
3. The student will be able to describe the fundamental psychological subprocesses of negotiation.			10, 16, 9	A	
3.1. The student defines the basic processes of perception in negotiation.					
3.2. The student explains common cognitive and judgment biases made by negotiators.					
3.3. The student explains how emotion can affect negotiations.					
4. The student will be able to explain communication dynamics in negotiation.			10, 16, 9	A	
4.1. The student discusses what is communicated in a negotiation and how people communicate.					
4.2. The student explains the ways that communication might be improved in negotiation.					
4.3. The student defines practical tools for how to improve communication processes in any negotiation.					
5. The student will be able to explain communication and power dynamics in negotiation.			10, 16, 9	A	
5.1. The student explains how relationship changes the negotiation dynamics.					
5.2. The student discusses the different forms of relationships in which negotiation can occur.					
5.3. The student explains the critical roles played by reputations, trust, and fairness in any negotiating relationship.					
5.4. The student discusses different approaches to defining "power" in negotiations and why power is critical to negotiation.					
6. The student will be able to explain how relationships and communication may affect the negotiation process and outcomes.			10, 16, 9	A	
6.1. The student explains the effects of negotiators' direct and indirect past experiences with each other.					
6.2. The student discusses the effects of trust in negotiation.					
6.3. The student explains the effects of perception of justice in negotiation.					
6.4. The student explains practical tools for how to improve communication processes in any negotiation.					
7. The student will be able to discuss the complexities of negotiating with multiple parties, and how to leverage one's own bargaining position when negotiating with them.			10, 16, 9	A	
7.1. The student explains why multiparty negotiations are becoming more complex.					
7.2. The student explains the key stages for managing an effective multiparty negotiation.					
Teaching Methods	10: Discussion Method, 16: Question - Answer Technique, 9: Lecture Method				
Assessment Methods	A: Traditional Written Exam				
Lecture Schedule					
Sequenc e	Topics	Preliminary Preparation			
1	The Nature of Negotiation	-			
2	Strategy and Tactics of Distributive Bargaining	-			
3	Strategy and Tactics of Integrative Negotiation	-			
4	Negotiation: Strategy and Planning				
5	Ethics in Negotiation	-			
6	Perception, Cognition, and Emotion				
7	Best Practices in Negotiations /Case Study				
8	Negotiation and Communication				

Lecture Schedule		
Sequence	Topics	Preliminary Preparation
9	Negotiation and Power	
10	Relationships in Negotiation	
11	Multiple Parties, Groups, and Teams in Negotiation	
12	International and Cross-Cultural Negotiation	
13	Best Practices in Negotiations	
14	Review session and recommendations	
Evaluation Methods		Weight(%)
(Midterm Exam) Written Exam		100
Midterm Exam		40
(General Exam) Written Exam		100
General Exam		60

Resources
<p>Required Textbook: 1. Lewicki, R. J., Barry, B., & Saunders, D. M. (2021). Essentials of Negotiation, 7th. editon, McGraw-Hill Education.</p> <p>Recommended Readings:</p> <p>1) Fisher, R., Ury, W. L., & Patton, B. (2011). Getting to yes: Negotiating agreement without giving in. Penguin.</p> <p>2) Ury, W. (1993). Getting Past No: Negotiating with Difficult People. New York: Bantam Books</p> <p>3) Ury, W. (2007). The Power of a Positive No. Hodder & Stoughton.</p>