



THE OHIO STATE UNIVERSITY

FISHER COLLEGE OF BUSINESS

BUSMHR 4244 Negotiation Spring 2018

Instructor: Maggie Lewis
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Class Hours: Tuesday/Thursday 4:15-5:35

Class Location: 285 Gerlach Hall

Office Hours: Before class or by appointment
Room 42 Fisher Hall

Course Objective

This course will explore the major concepts and theories of negotiation and the dynamics of interpersonal and inter-group negotiation and problem solving strategies.

Course Format

Class time is devoted to lectures, case discussions, videotape, and role plays/exercises. There will also be out-of-class role plays that must be completed. These will be described in detail.

Student Work Requirements

1. **Class Preparation and Participation:** This course requires that students come prepared to class. There are two forms of preparation: reading and assignments. Reading has been assigned for each class. Students will be responsible for completing the reading assignments.

Assignments are role plays, cases, and questionnaires that must be completed for class, or in between class periods. It is essential that students be prepared by reading the assigned role play or briefing information and/or completing the required assignment.

Class attendance is expected unless the instructor is notified. Students are expected to be prepared for class, to attend class, and to complete the required role plays outside of class. Therefore, you will be required to make time outside of class to complete required negotiations. The class participation segment of your grade will be based on class attendance, preparation for all class activities and the quality of your contribution to class discussions.

2. **Graded Negotiations and Papers:** There will be two graded negotiations in the course. These negotiations will be conducted outside of class. Students will be evaluated on the basis of their performance and the papers they submit on that role play. More information will be provided in class.

Textbook

Negotiation (Sixth Edition) Roy J. Lewicki, Bruce Barry and David Saunders,
Burr Ridge, IL. Irwin/McGraw Hill ISBN 978-0-07-338120-6

Students can access textbook information via the Barnes & Noble bookstore website: www.shopOhioState.com as well as from their BuckeyeLink Student Center. This information is disseminated by B&N to all area bookstores. You may buy from a store of your choice and/or shop for books (always use ISBN# for searches) online.

Summary of Grading Components	Points
Self-assessments (2 @ 5 points each)	10
Negotiation Preparation Worksheets (NPW) (4@5)	20
Class Participation	25
Mid-Quiz	20
Film Assessment	10
Graded Negotiation Paper	25
Group Negotiation Paper	40
Total	150

Class Policies

Tardiness and Absence from Class-Please plan to arrive to class on time. Please notify the instructor *ahead of time* if you will miss a class. All assignments are due on the date noted even if you plan to be absent. Points will be deducted for late submittals. Please plan ahead.

Make up work for missed assignments is permissible with notice to instructor *ahead of time*, citing reason for missing a due date or exam.

Course Workload for Semester Classes-The University and College expectation is that students spend two hours outside of class for every hour spent in class. Since this course meets three hours per week, you should reasonably expect to spend six hours per week outside of class on course-related work.

Mobile Devices-All mobile devices should be turned off and out of sight during class.

OSU Policies

Academic Misconduct

The Ohio State University's [Code of Student Conduct](#), Section 3335-23-04 defines academic misconduct as: "Any activity that tends to compromise the academic integrity of the University, or subvert the educational process." Examples of academic misconduct include (but are not limited to) plagiarism, collusion (unauthorized collaboration), copying the work of another student, and possession of unauthorized materials during an examination. Ignorance of the University's [Code of Student Conduct](#) is never considered an "excuse" for academic misconduct.

The Ohio State University and the Committee on Academic Misconduct (COAM) expect that all students have read and understand the University's [Code of Student Conduct](#), and that all students will complete all academic and scholarly assignments with fairness and honesty. Failure to follow the rules and guidelines established in the University's Code of Student Conduct may constitute "Academic Misconduct." Sanctions for the misconduct could include a failing grade in this course and suspension or dismissal from the University.

For more information, please reference: <http://oaa.osu.edu/coamfaqs.html#academicmisconductstatement>. If you have any questions about the above policy or what constitutes academic misconduct in this course, please contact me.

Accommodation Policy

The University strives to make all learning experiences as accessible as possible. If you anticipate or experience academic barriers based on your disability (including mental health, chronic or temporary medical conditions), please let me know immediately so that we can privately discuss options. To establish reasonable accommodations, I may request that you register with Student Life Disability Services. After registration, make arrangements with me as soon as possible to discuss your accommodations so that they may be implemented in a timely fashion. **SLDS contact information:** slds@osu.edu; 614-292-3307; slds.osu.edu; 098 Baker Hall, 113 W. 12th Avenue.

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DATE	TOPIC	READING/ASSIGNMENT
		See Carmen for Exercise background information; roles will be distributed in class
Week 1 T 1/9	Course Introduction	
TH 1/11	Nature of Negotiation	Ch.1; Exercise 1
Week 2 T 1/16	Planning for Negotiation	Ch. 4
TH 1/18	Planning for Negotiation	Initial self-assessment due
Week 3 T 1/23	Distributive Negotiation	Ch. 2
TH 1/25	Distributive Negotiation	Exercise 2; NPW 1 due
Week 4 T 1/30	Integrative Negotiation	Ch.3
TH 2/1	Integrative Negotiation	Exercise 3; NPW 2 due
Week 5 T 2/6	Negotiation Ethics	Ch. 9
TH 2/8	Negotiation Ethics	Exercise 4 Graded negotiation due
Week 6 T 2/13	Negotiation Communication	Ch. 5,6
TH 2/15	Negotiation Communication	Ch. 14, 15 (skim) Exercise 5; Ex. 5 provided in class
Week 7 T 2/20	Power and Influence	Ch. 7, 8
TH 2/22	Power and Influence	Exercise 6; NPW 3 due
Week 8 T 2/27	Multiparty Negotiations Intra-team	Ch. 13; Ch. 10 (skim); Begin Exercise 7
TH 3/1	Multiparty Negotiations Intra-team	Exercise 7 Team Planning; NPW 4 due
Week 9 T 3/6	Multiparty Negotiations Inter-team	Ch. 12; Exercise 7 Team Negotiation

TH 3/8	Multiparty Negotiations Inter-team	Mid-Quiz
3/12-3/16	Spring Break/No Class	

Week 10		
T 3/20	Filming Exercise	Schedule individual film session and review session with instructor
TH 3/22	Filming Exercise	
Week 11		
T 3/27	Assisted Negotiation	Ch. 19, 17; Film assessment due
TH 3/29	Assisted Negotiation	Exercise 8
Week 12		
T 4/3	Negotiating through Agents	Ch.11
TH 4/5	Negotiating through Agents	Exercise 9
Week 13		
T 4/10	Intercultural Negotiation	Ch. 16
TH 4/12	Intercultural Negotiation	Exercise 10; Group paper due
Week 14		
T 4/17	Best Practices	Ch. 20; Exercise 11
TH 4/19	Best Practices	Final self-assessment due