

Course	PROC 5840 - Negotiations
Term	Fall I, 2009
Instructor	Name: Ed McCabe Adjunct Professor Phone: 314-306-3458 (Mobile) Email: edwardmccabe19@webster.edu
Catalog Description	The course involves objectives related to the subject of negotiations and examination of negotiations in the area of procurement. The preparation and conduct of negotiation are part of this process.
Prerequisites	Completion of PROC 5000 Verbal and written skills at the graduate level
Course Level Learning Outcomes	To understand the concepts of the negotiation process. To be able to apply these concepts to successful procurement negotiations. To understand the underlying economic conditions that impact procurement negotiations.
Materials	Roy J. Lewicki, et al; <i>Negotiation, 6th Edition</i> . McGraw-Hill Irwin, ISBN #0-07-338120-9 Roy J. Lewicki, et al; <i>Negotiation Readings, Text and Cases, 5th Edition</i> . McGraw-Hill Irwin, ISBN #0-07-2973102
Grading	Class participation 10% Team Project 30% Mid-Term exam 30% Final exam 30%
Activities	Outside reading: <i>Business Week, Harvard Business Review, The Wall Street Journal</i>
Policy Statements: University Policies	Any student discovered cheating or plagiarizing shall receive a failing grade for the course, and may be subject to dismissal from this course and/or program. Students are expected to attend every class. The instructor reserves the right to change any reading or homework assignment, or the subject matter of any session set forth herein. In the unlikely event the instructor cancels a class, it will be made up on the following Saturday morning 8 a.m. to 12 p.m.
Course Policies	The team project is due the seventh week of class. All members of the team will receive the same grade for the project. Work submitted two days late will be marked-down one full grade. Projects submitted three days late will be marked-down two full grades. Projects submitted after that will be graded as a failure.

<p>Weekly Schedule</p>	<p>Week One Introduction to course Chapter 1 – The Nature of Negotiation (pp 1 – 25) Chapter 2 – Strategy and Tactics of Distributive Bargaining Chapter 3 – Strategy and Tactics of Integrative Negotiation Readings 1.1 and 3.3</p> <p>Week Two Chapter 4 – Negotiation Strategy and Planning Readings 1.6, 1.8, 1.2, 1.3, 1.10, 1.11</p> <p>Week Three Chapter 5 – Perception, Cognition, and Emotion Chapter 6 – Communication Chapter 7 – Finding and Using Negotiation Power Readings 2.5 and 1.12</p> <p>Week Four Chapter 8 – Influence Chapter 9 – Ethics in Negotiations Readings 2.8, 2.9, & 2.10</p> <p>Week Five Mid-Term Exam Chapter 10 – Relationships in Negotiation (partial discussion)</p> <p>Week Six Chapter 10 – Completion of Relationships in Negotiation Readings 3.1</p> <p>Week Seven Team Projects due Chapter 15 – Individual Differences in Personality and Abilities Chapter 17 – Managing Negotiation Impasses Readings 1.9, 4.1 & 4.2</p> <p>Week Eight Discussion of Team Projects Chapter 18 – Managing Difficult Negotiations Chapter 19 – Third Party Approaches to Managing Difficult Negotiations Readings 6.5 and 6.6</p> <p>Week Nine Final Exam</p>
<p>Additional Information</p>	