



BUS206: Business Negotiation

Course Details

Course Title	Business Negotiation
Course Code	BUS206
Credit Hours	3
Semester & Year	Fall 2016
Pre-requisites	None
Co-requisites	None
Department	SolBridge International School of Business
Course Coordinator	BBA Program Director

Contact Hours

Class Type	Days	Time	Room
Lecture	Tue	13:00 to 16:00	

Instructor Details

Instructor	Joshua Park
Room	1108
Consultation Hours	1. By appointment or Open Door <ul style="list-style-type: none"> • Send Email for appointment • Open Door: If Instructor Free, Welcome
Email	joshuapark@solbridge.ac.kr
Telephone	042-630-8532
Instructor Webpage	

Mission Map

Mission Based Goals	Approximate % of Course Content	Approximate % of Assessment
Global Perspective	20%	20%
Asian Expertise	10%	10%
Creative Management Foundation	30%	30%
Cross-Cultural Competence	20%	20%
Social Responsibility	20%	20%
Total	100%	100%

SolBridge Mission & Course Objectives

- Business Negotiation is a course developed around the Harvard Negotiation Model, which centers around the concept of “principled negotiation.” Students taking this course will:

- Understand the pitfalls of positional negotiation and learn the systematic framework of principled negotiation
- Learn robust negotiation strategies that work over time
- Come to understand their own strengths and weaknesses as negotiators
- Learn to listen actively and manage personal differences
- Gain the ability to delve for underlying interests and create value, leading to deals that provide mutual gain
- Learn to identify and deal with difficult behaviors
- Understand how to manage across the table and behind the table negotiations in multiparty negotiations

Teaching Methodology

The unit will be taught through text readings, discussions, exams, case preparation and exercises, self and peer evaluations. The textbooks will be supplemented by other readings and appropriate current material.

Course Materials and Readings

Textbook

The following is the prescribed textbook for the subject.

<p>Title: Getting to Yes – Negotiating Agreement Without Giving In Author(s): Roger Fisher, William L. Ury, Bruce Patton Publisher: Penguin Books ISBN-10: 0143118757 ISBN-13: 9780143118756</p>

Other material

Additional readings will be given by the instructor, and students are expected to be prepared for the class with these readings. Some of the cases to be discussed in class will be distributed in class by the instructor or electronically.

Assessment Method

There are four components to assessment in this class.

Component	Weight
1. Attendance	20%
2. Participation	20%
3. Assignments	20%
4. Midterm	20%
5. Final Examination	20%
Total	100%

Course Outline

All readings are from the textbook. Readings marked “Questions” refer to Section 5: Ten Questions People Ask About Getting To Yes.

Week	Topic
Week 1	Course outline, introduction to course methodology.
Week 2	The Problem – Don’t Bargain Over Positions Reading: Introduction, Ch. 1 Exercise 1
Week 3	The Method – Separate the People From the Problem Reading: Ch. 2 Exercise 2
Week 4	The Method – Focus on Interests, Not Positions Readings: Ch. 3 Exercise 3
Week 5	The Method – Focus on Interests, Not Positions Readings: Ch. 3 Exercise 4
Week 6	The Method – Invent Options for Mutual Gain Readings: Ch. 4 Exercise 5
Week 7	The Method – Insist on Using Objective Criteria Readings: Ch. 5 Exercise 6
Week 8	The Challenge of Distribution Readings: Ch. 4-6 Exercise 7
Week 9	The Challenge of Distribution Readings: Ch. 4-6 Exercise 8
Week 10	Dealing with Difficult Behavior Readings: Ch. 7, 8 Exercise 9
Week 11	Dealing with Difficult Behavior Readings: Ch. 7, 8 Exercise 10
Weeks 12	Multiparty Negotiation Exercise 11
Weeks 13	Multiparty Negotiation Exercise 12
Weeks 14	Going Forward Readings: Questions 1-10 Exercise 13
Week 15	Final Examination

Plagiarism, Copying and Academic Dishonesty

I. Plagiarism is the unauthorized use of another's work or ideas and the representation of these as one's own.

Definition of Plagiarism: "The practice of taking someone else's work or ideas and passing them off as one's own". (OED)

This includes among others but not limited to

- (a) copying another individual's or group's ideas and work, copying materials from the internet and other published sources and producing such materials verbatim,
- (b) Using others' ideas and work without proper citation of the original proponent or author of the idea. Students are expected to produce original work of their own for assignments and examinations. A comprehensive definition and explanation of plagiarism will be given during the first class period, and students are expected to take serious note of this explanation.

These rules apply to internet sources also. Students are strongly advised to access the following website and learn how to avoid plagiarism. It is the student's responsibility to learn this on his/ her own.

<http://owl.english.purdue.edu/owl/resource/589/01/>

SolBridge considers plagiarism as a serious breach of professional ethics. Plagiarism will not be tolerated in any form at SolBridge. Penalties can be as severe as expulsion from the university. To avoid plagiarism it always best to do your own work or cite the work of others appropriate. Refer to your student handbook for a more detailed description of plagiarism and the associated penalties.

In this class, the rules are:

1. The first instance of plagiarism will result in a "zero" for the assignment in question.
2. The second instance of plagiarism will result in a fail grade for the entire course.
3. The third cumulative instance of plagiarism, academic dishonesty and violation of school disciplinary rules in this and other classes will result in serious disciplinary action which could include expulsion from Solbridge.
4. The instructor will report each instance of plagiarism, academic dishonesty and violation of school disciplinary rules to the disciplinary officer.

II. Copying Textbooks, copyrighted materials and academic dishonesty

- A.** Copying Textbooks and other copyrighted materials without permission of publisher or author is tantamount to theft. Therefore, students are expected to purchase the prescribed books and other materials from the Woosong Bookstore.
- Students using copied versions of books without permission will be asked to leave the classroom.
 - In addition, such students will get "zero" participation points and any other penalties as levied by the instructor.
- B.** Academic Dishonesty includes but not limited to: (a) plagiarism, (b) cheating during examinations, (c) obtaining/ providing information for reports, assignments and examinations by fraudulent means, (d) falsification of information or data, and (e) false representation of others' effort as one's own.

Some examples of academic dishonesty are: copying from other students during examinations; copying material from other students' reports/ assignments and submitting the same as one's own report; creating fictitious interview materials for assignments or reports. These are just a few examples and not exhaustive.

In this class, the rules are:

1. The first instance of academic dishonesty will result in a "zero" for the assignment in question.
2. The second instance of academic dishonesty will result in a fail grade for the entire course.
3. The third cumulative instance of plagiarism, academic dishonesty and violation of school disciplinary rules in this and other classes will result in serious disciplinary action which could include expulsion from Solbridge.
4. The instructor will report each instance of plagiarism, academic dishonesty and violation of school disciplinary rules to the disciplinary officer.

The rules on plagiarism, copying and academic dishonesty are non-negotiable.