

MANAGEMENT 492: NEGOTIATION STRATEGIES
Fall 2015
Wednesdays, GSM 302, 12:30-3pm

“During a negotiation, it would be wise not to take anything personally. If you leave personalities out of it, you will be able to see opportunities more objectively.” – Brian Koslow

Instructor: Stephanie Warnock, RN, MSN, JD
Office Hour: by appointment only
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COURSE OBJECTIVES:

The goal of this course is to teach students to effectively integrate the experiential and intellectual learning components of negotiations. The course will cover a broad spectrum of negotiation problems that are faced by managers. Considerable emphasis will be placed on simulations, role-playing and cases. The core objectives of this course include:

- Exploring the major concepts and theories of the psychology of negotiation.
- Understanding the dynamics of interpersonal and inter-group conflict and its resolution.
- Providing actual experiences for reflection, consideration and learning.
- Developing the ability to select and develop strategies for negotiation.
- Facilitating development and discovery of your own negotiating style.

Required Textbook:

Conflict Resolution for Managers and Leaders, John Wiley & Sons. Published 2007. Only get the PARTICIPANT's WORKBOOK ONLY

Course Evaluation: (see grading rubrics posted on Learn and incorporated herein by reference)

Discussion posts are worth 5 points each and are conducted outside of class over a period of one week. Rubrics are linked to that area. There are 8 total discussion posts for a total of 40 points.

Journals are worth 6 points each and are conducted outside of class over a period of one week. Rubrics are linked to that area. There are 7 total journaling activities for a total of 42 points.

Course participation is 5 points each. Participation is credit/no credit and cannot be made up because it happens during class. There are 4 total participation activities for a total of 20 points.

Total points for this class: 102.

No extra credit is given for this course considering the nature of the assignments in this course.

Class Participation:

Participation is essential for a class based upon experiential learning. The majority of learning in this class comes from doing the exercises and contributing to the discussions. I will evaluate your participation score based upon your class attendance, preparation for all class activities, and the quality of your contribution to class discussion. There are no tests in this class. There are no makeup activities for this class.

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Schedule of Topics and Assignments

*The schedule listed below is tentative. I reserve the right to change items to enhance your learning experience.

Follow the link below for a calendar with the entire course schedule

<https://learn.unm.edu/webapps/calendar/calendarFeed/fe3c6e42df71493781f25805884866b0/learn.ics>