The course provides a framework for translating negotiation theory and research into effective practice, including stages and elements of negotiations.

Despite the prevalence of negotiations in our lives, many people know little about the strategy and psychology of effective negotiations. Specifically, while managers need analytical skills to discover optimal solutions to problems, many negotiation skills are needed for these solutions to be accepted and implemented. The course allows participants the opportunity to develop these skills experientially and to understand how parties can create value for themselves through negotiations.

Using a combination of short lectures, structured interactive exercises, case analyses, dyad/group-based role-playing simulations, presentations by students of own negotiation experience and class discussions, this course introduces a pragmatic and effective approach to reaching agreement through negotiations.

We will consider different contexts of negotiations, from what price we pay and the amount of our salary and compensation, to task deadlines and even kids’ bedtime. We will discuss the dynamics of interests, power, culture, gender, trust, and emotions that affect human interactions. Every week you will do an in-class negotiation with your classmates. These exercises are the heart of the course.