

**NATIONAL UNIVERSITY OF SINGAPORE**  
**NUS Business School**  
**Dept. of Management and Organization**  
**Negotiations and Bargaining MNO3322**

**Professor:**

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**Session:** Semester II, 2014/2015

**Course Objectives:**

This module owes much of its developmental debt to Ms. Lim Lei Theng and Mr. Joel Lee formerly of the Law Faculty.

The aims and objectives are:

1. To teach and enhance negotiation and conflict resolution skills;
2. To get a good mix of participants from different backgrounds and allow participants to interact and share different perspectives on conflict resolution;
3. To adopt an open and experiential approach for maximum participation, experimentation, and self-reflective learning;
4. To provide a good classroom environment in which the participants' creativity and spontaneity can be encouraged and fostered.

At the end of the module you should be able to do the following:

1. Prepare thoroughly for negotiations
2. Negotiate and mediate conflicts more confidently using the principles learnt
3. Use the skills learnt (e.g., active listening, reframing, manage difficult people, and turning confrontation into collaboration) to improve the effectiveness of your everyday interactions
4. Learn from your everyday experiences through self-reflections
5. Think out of the box in planning and executing projects
6. Create teams or communities that are able to energize, synergize, and lever on the capabilities of the individuals that are present

The course is based on the experiential workshops on negotiation conducted at the Program on Negotiation at Harvard Law School and Mediation programs by LEADR in Australia. The theory of negotiation and conflict resolution will be introduced through short debriefs, discussions, and papers. We expect participants to apply and demonstrate the acquired knowledge through classroom role plays, projects work, and reflections on everyday interactions.

## **Participants**

This course is intended for upper level undergraduates. We expect a high degree of preparation, participation, and independent study. In this course you learn both conflict resolution and learning skills, and we place great emphasis on individual development.

## **Tentative Assignments and Assessment**

Assessment will be as follows: -

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| Team Project  | 40% |
| Contributions to project work   | 10% |
| Individual Annotated Journal & Summary  | 35% |
| Instructor evaluation of class contributions  | 10% |
| Your recommend articles   | 5%  |
| Summary of helpful articles PLUS the articles<br>uploaded on IVLE for the class to read (quality counts!) |     |