

**BL9304: NEGOTIATION AND DISPUTE RESOLUTION**

**A) Course Aims/Description**

Effective negotiation skills are important and necessary in one’s personal as well as professional life. This course aims to increase awareness of the negotiation process, to equip the participant with a basic framework with which to analyse and prepare for negotiations, and to help participants develop a more effective negotiating style. This course also aims to introduce students to the concept of mediation, which is essentially negotiation with the aid of a neutral third party who is skilled in negotiation techniques.

**B) Intended Learning Outcomes (ILO)/Objectives**

The course aims to introduce students to effective negotiation and mediation skills. To get the most out of the course, it is important that participants are **well-prepared** for class and **actually attend** the class. Your lack of preparedness, or absence from class will severely compromise your personal learning experience as well as the experience of the rest of the class and will be viewed very seriously in assessing the final grade. **Students are required to attend every seminar.** You should therefore consider your commitment to the course carefully before signing up.

As the course uses Harvard Law School materials for the simulation exercises, the cost of acquiring these will be borne by participants. The amount varies depending on the actual exercises used, but it should not be more than S\$50 per person. The instructors will provide more details when the course begins.

**C) Course Content**

NIL

**D) Assessment (includes both continuous and summative assessment)**

Component	Weightage	Team/ Individual
1. Class Attendance & Participation	40%	Individual
2. Written Journals	40%	Individual
3. In-class Assignment	20%	Individual
Total	100%	

**E) Weekly Schedule for BL9304**

Teaching Weeks	Topics
1	<b>Introduction</b> <ol style="list-style-type: none"> <li>1. Course objectives/requirements &amp; teaching/assessment methods</li> <li>2. Negotiation Exercise (Oil pricing)</li> <li>3. Discussion &amp; Debrief</li> </ol>
2	<b>Principled Negotiation</b> <ol style="list-style-type: none"> <li>1. Lecture: Principled Negotiation - Overview</li> <li>2. Negotiation Exercise (Sally Soprano)</li> <li>3. Discussion &amp; Debrief</li> </ol>
3	<b>Value Creation</b> <ol style="list-style-type: none"> <li>1. Lecture: Interests &amp; Options</li> <li>2. Negotiation Exercise (GEII)</li> <li>3. Discussion &amp; Debrief</li> </ol>
4	<b>Value Distribution I</b> <ol style="list-style-type: none"> <li>1. Lecture: Legitimacy</li> <li>2. Negotiation Exercise (Eazy's)</li> <li>3. Discussion &amp; Debrief</li> </ol>
5	<b>Value Distribution II</b> <ol style="list-style-type: none"> <li>1. Lecture: BATNA</li> <li>2. Negotiation Exercise (Bullard Houses)</li> <li>3. Discussion &amp; Debrief</li> </ol>
6	<b>Communication &amp; Relationship</b> <ol style="list-style-type: none"> <li>1. Lecture: Communication &amp; Relationship</li> <li>2. Negotiation Exercise (Carter's)</li> <li>3. Discussion &amp; Debrief</li> </ol>
7	<b>Complicating Factors</b> <ol style="list-style-type: none"> <li>1. Lecture: Obstacles &amp; Hard Tactics</li> <li>2. Negotiation Exercise (PowerScreen)</li> <li>3. Discussion &amp; Debrief</li> </ol>
8	<b>Putting it all together</b> <ol style="list-style-type: none"> <li>1. Lecture: Review &amp; Summary</li> <li>2. Negotiation Exercise (Newtowne)</li> <li>3. Discussion &amp; Debrief</li> </ol>
9	<b>Mediation</b> <ol style="list-style-type: none"> <li>1. Field Trip</li> </ol>
10	<b>Mediation</b> <ol style="list-style-type: none"> <li>1. E-Lecture: Mediation</li> </ol>
11	<b>NO CLASS</b>
12	<b>Mediation</b> <ol style="list-style-type: none"> <li>1. Mediation Exercises</li> </ol>
13	<b>Mediation</b> <ol style="list-style-type: none"> <li>1. In-class Assignment (Mediation)</li> </ol>