



BARGAINING AND NEGOTIATION: INTERESTS, INFORMATION, STRATEGY AND POWER (MG209)

Course duration: 54 hours lecture and class time (Over three weeks)

LSE Teaching Department: Department of Management

Lead Faculty: Dr Connson Locke and Dr Tara Reich

Pre-requisites: A university level introductory course in psychology, sociology, political science or management.

Course Overview:

Negotiating skills are crucial to both our professional and personal lives. We negotiate every day about issues as important as employment contracts and as trivial as which film to see with a friend. Although some level of natural ability is important, like any other skill, one's ability to perform in negotiation is also determined by one's formal training and experience/practice.

This course will develop students' skills through both formal training and practice. Specifically, this course will introduce students to the strategic, psychological, and cultural aspects of negotiations as well as practical tips gleaned from negotiation research. Throughout the session, students will learn concrete steps to help them negotiate effectively. Reflecting the pedagogical approach of the LSE, particular attention will be paid to developing student understanding of *when* and *why* particular techniques are effective so that they can be applied appropriately to all kinds of negotiation situations. Students will then have the opportunity to put theory into practice, by participating in, reflecting on, and receiving feedback about a variety of negotiation situations from two-party transactional negotiations to multi-party multi-issue negotiations.

Throughout the course, students will be encouraged to reflect on their personal strengths and weaknesses, and will develop a personal development plan to aid their continuous improvement as a negotiator.

Note: This course is for beginners who have not had much previous experience in negotiation nor taken any courses in negotiation. If you are already familiar with negotiation and negotiation theory, please consider taking MG300 instead.

Text: L. Thompson, *The Mind and Heart of the Negotiator*, Prentice Hall (any edition). *Please read Chapters 1 and 2 before the first lecture.**

Part I Essentials of Negotiation	Chapter 1	Negotiation: The Mind and Heart
	Chapter 2	Preparation: What to Do Before Negotiation
	Chapter 3	Distributive Negotiation: Slicing the Pie
	Chapter 4	Win-Win Negotiation: Expanding the Pie
Part II Advanced Negotiation Skills	Chapter 5	Developing a Negotiating Style
	Chapter 6	Establishing Trust and Building a Relationship
	Chapter 7	Power, Persuasion, and Ethics
	Chapter 8	Creativity and Problem Solving in Negotiations
Part III Applications and Special Scenarios	Chapter 9	Multiple Parties, Coalitions, and Teams
	Chapter 10	Cross-Cultural Negotiation
	Chapter 11	Tacit Negotiations and Social Dilemmas
	Chapter 12	Negotiating via Information Technology

Course Outline (Please note: The sequence of topics may change before July, but the overall content will remain the same.)

Day	Lecture	Class exercise	Read & prepare after class
Mon	Introduction and Distributive Negotiation	1.5 HOURS Sugar Bowl	Ch 3 Prepare Texoil
Tue	Preparing for a negotiation	1.5 HOURS Texoil	Ch 4 Prepare New Recruit
Wed	Integrative Negotiation	1.5 HOURS New Recruit	Ch 5 Prepare Bullard Houses
Thu	Negotiation styles	1.5 HOURS Bullard Houses	Ch 6
Fri	Ethics, trust, and building a relationship	No class	Ch 12 Prepare Myti-Pet
Mon	Communication in negotiations: Verbal, nonverbal, and computer-mediated	*3 HOURS Myti-Pet	Ch 7 Prepare FG&T Towers
Tue	Emotions in Negotiations	*3 HOURS FG&T Towers	Ch 9
Wed	Power and Influence	No class	Ch 8 Prepare Mouse

Thu	Creativity and problem solving	*3 HOURS Mouse	Ch 10
Fri	Culture in negotiations	No class	
Mon	Behaviours of skilled negotiators	No class	
Tue	Exam review lecture	No class	
Wed	Exam review seminar with class teachers		
Thu		No class	
Fri	EXAM	No class	

Assessment: The assessment in this course will be based on participation in classroom-based negotiation simulations (20%) and a two-hour, unseen written examination (80%).

Credit Transfer: If you are hoping to earn credit by taking this course, please ensure that you confirm it is eligible for credit transfer well in advance of the start date. Please discuss this directly with your home institution or Study Abroad Advisor.

As a guide, our LSE Summer School courses are typically eligible for three credits within the US system and 7.5 ECTS in Europe. Different institutions and countries can, and will, vary. You will receive a digital transcript and a printed certificate following your successful completion of the course in order to make arrangements for transfer of credit.

If you have any queries, please direct them to summer.school@lse.ac.uk