

# MAPP\_F\_MRH463

## NEGOTIATION

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**Number of ECTS credits :** 3

**Course language :** English

**Course leader :** NAULLEAU MICKAEL

**Speakers :** NAULLEAU MICKAEL , ROBIN Caroline , ROBIN Serge

### ≡ COURSE DESCRIPTION

The objective of this course is to provide to the students the basics of process of "negotiation", in particular by working on appropriate attitudes and behaviors. The course relies heavily on roles playing of negotiation.

### ≡ COURSE OBJECTIVES

- Understanding the challenges of the negotiation
- Leading a negotiation
- Applying strategies and trading techniques
- Adopting appropriate attitudes and behaviors in negotiation situation

### ≡ LEARNING OBJECTIVES

<b>C4B learning goal</b>	LG2 - Action
<b>C4B learning objective</b>	LQ4 - Make proposals, take initiatives
<b>Outcomes</b>	Lev. 2 - Construct unexpected proposals with high responsiveness

### ≡ TACKLED CONCEPTS

- Principles and procedures of negotiation
- Integrative and distributive negotiation
- Method of Negotiation: 3C
- Strategies and negotiation skills
- Styles negotiators

### ≡ LEARNING METHODS

- Conceptual and methodological contribution
- Video Analysis
- Case study and implementation of collective negotiation
- Role Playing

### ≡ EXPECTED WORK AND EVALUATION

- Personal reflection using course concepts where students are evaluated on pertinence of example/situation, depth of analysis and style/lay-out.
- Case study and implementation of a collective negotiation
- Role Playing of negotiation

### ≡ BIBLIOGRAPHY

Thompson L.L, 2012, The Mind and Heart of the Negotiator, 5ème édition, Pearson

### ≡ EVALUATION METHODS

**100 % :** Continus Assessment

### ≡ SESSIONS

**1**

**Characteristics of Negotiation, Introductory Role Playing and Analysis of a negotiation situation**

LECTURE : 06h00

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**2**

**Design of negotiation and individual role playing**

LECTURE : 06h00

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**3**

**Final case**

LECTURE : 03h00

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