BUS 345 Flex

Business, Consumer, and Professional Negotiation (3 Credits)

Kerry Fina kerry.fina@doane.edu 402-466-4774 (Work) 402-730-8238 (Mobile)

Course Description
The study of negotiation and mediation theory and practice. Students develop the skills to work with parties at variance to promote reconciliation, settlement, or compromise.

This course is a requirement of the Bachelor of Arts, Paralegal Studies.

Texts (Required)

Pre-Session Assignment
Read all “Truths” in The Truth About Negotiations

Course Objectives
Upon successful completion of the course, students will have demonstrated the knowledge and skills outlined here:

• Develop and use analytical and creative thinking skills to gather and analyze information, to identify and solve problems, to determine potential outcome alternatives, and to make appropriate decisions
• Gain knowledge and understanding of negotiation theory
• Apply negotiation theory in practice
• Gain knowledge and understanding of human conversation
• Apply human conversation theory in practice

Learning Strategies
• Students will read the Thompson and Wheately texts to build knowledge on negotiation and human conversation
• Students will participate in negotiation simulations to demonstrate knowledge of negotiation theory and human conversation
• Students will participate in a human “conversation” utilizing guidelines presented by Wheatley
• Students will work in teams to prepare for a major negotiation (currently the Palestinian-Israeli crisis)
• Students will apply all learning negotiating peace, reconciliation, and political outcomes in the major negotiation
• Students will write a final reflection paper demonstrating learning across theories and practical exercises
Methods for Assessment

- Authentic engagement with negotiation simulations will be assessed through faculty analysis of the decisions made in each round. The actual results will not be a determining factor; rather, student ability to assess and understand the results will be assessed.
- The ability of students to interact, communicate, and effectively work with team members will be assessed through faculty observation and student reflection.
- The major negotiation will be assessed by the faculty member, not through the final outcomes, but through practical application of negotiation theory and human conversation.
- The final reflection paper will be assessed by the faculty member for authentic reflection of the major components of negotiation theory, human conversation, and teamwork.

Policies

- **Attendance** - This class is experiential, participative, and collaborative. We are in this together. The absence of any one person will be felt by all so please plan to attend all class sessions. If you need to miss a class, contact me prior to the class.
- **Grading** - Students will earn a final grade of A+, A, B+, B, C+, C, D+, D, or F based on the average of assessments of all assignments. Assessments made by the undergraduate coordinator and assistant to the dean will apply toward the final assessment as a minority percentage analysis of the final presentation (the faculty member’s assessment will be applied as the majority grade).
- **Late Assignments** - Assignments turned in after the due date will be accepted **IF** the student contacts the faculty member prior to the assignment due date.
- **Academic Integrity** - Respect others and always cite the source of any ideas or words which are not your own. This is a strict policy but, more importantly, it is the right thing to do.

Please refer to the online catalog for all other policies.