BUS 345 Business, Consumer and Professional Negotiation
Doane College

INSTRUCTOR: Colleen Haack, 402.891.6605 office or 402.250.3505 cell; colleen.haack@doane.edu

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.

TEXTBOOKS:
The Truth About Negotiations: Crack the code and use it with anyone at any time... (2nd Ed.) Leigh L. Thompson. FT Press, 2013. ISBN: 133353443


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

GRADING/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

COURSE OBJECTIVE:
After completing the course you will be able to:

- 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
- 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

ATTENDANCE POLICY: This class will be highly experiential and participative. Therefore, class attendance is critical to the learning. Once the class begins, the ideal is to never miss a class, but we know that life sometimes gets in the way of our plans. If you must be, contact me to arrange to make-up the absence.

ACADEMIC INTEGRITY POLICY: In alignment with the Doane College Academic Policy, all projects should be representative of your own work. The use of others ideas and words without proper citation of the source is plagiarism. If you are in doubt about whether something constitutes plagiarism, please contact me. Failure to give proper credit to the source will result in an “F”. In addition, any other academic misconduct including cheating will result in an “F” for the course.

Schedule of Topics & Assignments:

A list of all assignments will be provided during the first session.